



# Intellect Technology Day II

**Arun Jain**  
Chairman and Managing Director

# Safe Harbor Statement

Certain statements in this release concerning our future prospects are forward-looking statements. Forward-looking statements by their nature involve a number of risks and uncertainties that could cause actual results to differ materially from market expectations. These risks and uncertainties include, but are not limited to our ability to manage growth, intense competition among Indian and overseas IT Products companies, various factors which may affect our cost advantage, such as wage increases or an appreciating Rupee, our ability to attract and retain highly skilled professionals, time and cost overruns on fixed-price, fixed-time frame contracts, client concentration, restrictions on immigration, our ability to manage our international operations, reduced demand for technology in our key focus areas, disruptions in telecommunication networks, our ability to successfully complete and integrate potential acquisitions, liability for damages on our service contracts, the success of the companies in which Intellect Design Arena has made strategic investments, withdrawal of governmental fiscal incentives, political instability, legal restrictions on raising capital or acquiring companies outside India, unauthorized use of our intellectual property and general economic conditions affecting our industry.

Intellect Design Arena may, from time to time, make additional written and oral forward-looking statements, including our reports to shareholders. These forward-looking statements represent only the Company's current intentions, beliefs or expectations, and any forward-looking statement speaks only as of the date on which it was made. The Company assumes no obligation to revise or update any forward-looking statements.

# Purpose

To provide Large Enterprise Grade Composable and Contextual solutions driving higher business growth, reducing cost and risk on sustainable basis.

# Our Belief of Industry today

## 3 dimensional complexity for the bankers today

- Supporting 4 generations of Technology
- Exponential growth of Financial products creating complex mesh
- Global Ecosystem with Fintechs and increased regulations

## Our Proposition

- With Intellect Open Finance Platform having 250+ Packaged Business Components(PBC's) and 900+ API's on Unified Data Model and Low coding Platforms, AI/ML algorithms, we can accelerate the digital journey in half the time and cut the Total Technology cost by 3 to 5 times.
- Intellect's most comprehensive functional products with 600 fine grained User Journeys using Design thinking approach across Core banking, Lending, Credit Cards, Central Banking, Payments, Liquidity, Collections, Trade, Supply Chain Finance, Treasury, Underwriting and Wealth drives Agile composable solutions within weeks compared to months in the market.

# Intellect – Building an Institution

## Principles of Intellect as a sustainable Institution

1

Strong Culture of Design Thinking provides continuous drive to spot Unstated needs of the market with deep technology research.

2

Calibrated, Sustained and Profitable growth with high impact to Customer business.

3

Smart and Collaborative team of deep Market, Banking, Technology and Process experts (connected Intelligence) with long term purpose of Simplifying Banking systems by application of Composable and Contextual technologies.

4

Contribute with our time - not just money - to underprivileged Society as well adopt environmentally sustainable Practices.

# Intellect's Journey

## INTELLECT 1.0 – 2015-2018

### Phase of growth and investment – Several Products were in Stage # 2 and # 3

- **Investments in Product development** – Cumulative investments over Rs. 1,250 Crs
- **Investments in Sales & Marketing** - Brand building, gaining Market acceptance, winning Analyst endorsements - Cumulative investments over Rs. 2,000 Crs
- **Investments in building Leadership bandwidth and building expertise**
- **Expanding Customer footprint** – Sharpening execution

Resulting in

Acquiring  
marquee logos

Recognition as  
Category Leaders

Winning key  
deals

## INTELLECT 2.0 – 2018-2021

### Industrialization, Monetization and Customer Centricity

- **Aim is to move more Products to Stage # 4 and # 5**
- **Industrialization** – Scaling
  - Making processes robust and repeatable
  - Ensuring D-3 OTIF, defect free delivery
- **Monetization** – Unlocking the value of IP investments
  - Better Pricing and Revenue realisation
  - Alternatives in Pricing models to maximize revenue
- **Customer Centricity** – Fostering rewarding partnerships

# 5 Stages to drive Sustainable and Scalable Product Business



It takes 3 years to move from Stage 2 to Stage 4.

Over 60% of our product investments deliver to this time frame.

Life Time Value (LTV) of one successful product is typically \$100 Mn to \$500 Mn.

# Intellect Value Framework

# Intellect Value Framework



We believe that it's a 6 capital cube that drives value to Institution building and in turn drives value for all our stakeholders - Customer, Associates and Investors



C1

## Technology Capital

Being a Technology Company, Intellect has 4 exponential technologies, 12 products and 4 Platforms.

# Technology Edge - Low Coding Platform

## 7 Areas of driving Enterprise Grade Application

- C - Customer Experience technologies (Canvas and Turmeric)
- O - Operation Excellence Technologies (Turmeric and IDX)
- P - Performance (Cloud and MACH)
- A - Analytics Technologies (Canvas and FDS)
- R - Proactive risk management technologies (FDS Platform)
- I - Integration Technologies (Turmeric)
- S - 5 walled security technologies (ARX)

# Evolution from **Technologies** to **Marketplace**



**Technology Stack**



**Data Model**



**Products**



**Cloud**



**Platforms**



**3rd Party Participants + FinTech**



**Marketplace - FinTech Ecosystem**

# Technology shifts that favour Intellect

Shift from  
On Premise  
to Cloud

Shift to Open  
Architecture

APIs as medium of  
Data Exchange

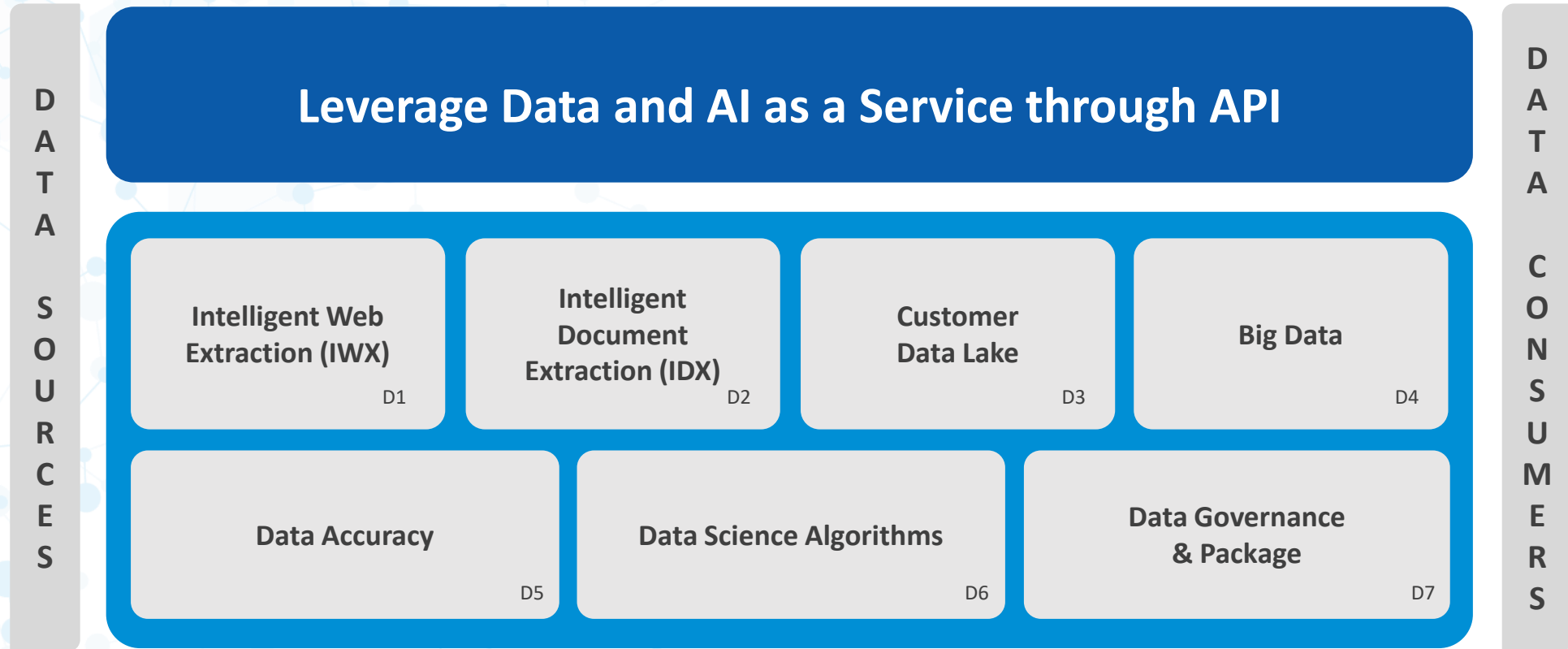
Segregation of  
UX Layer from  
Business Logic –  
Headless Architecture

MACH as defacto  
standard

Emergences of  
Fintechs and  
Market Place

Predicting Trends  
and Investing  
proactively

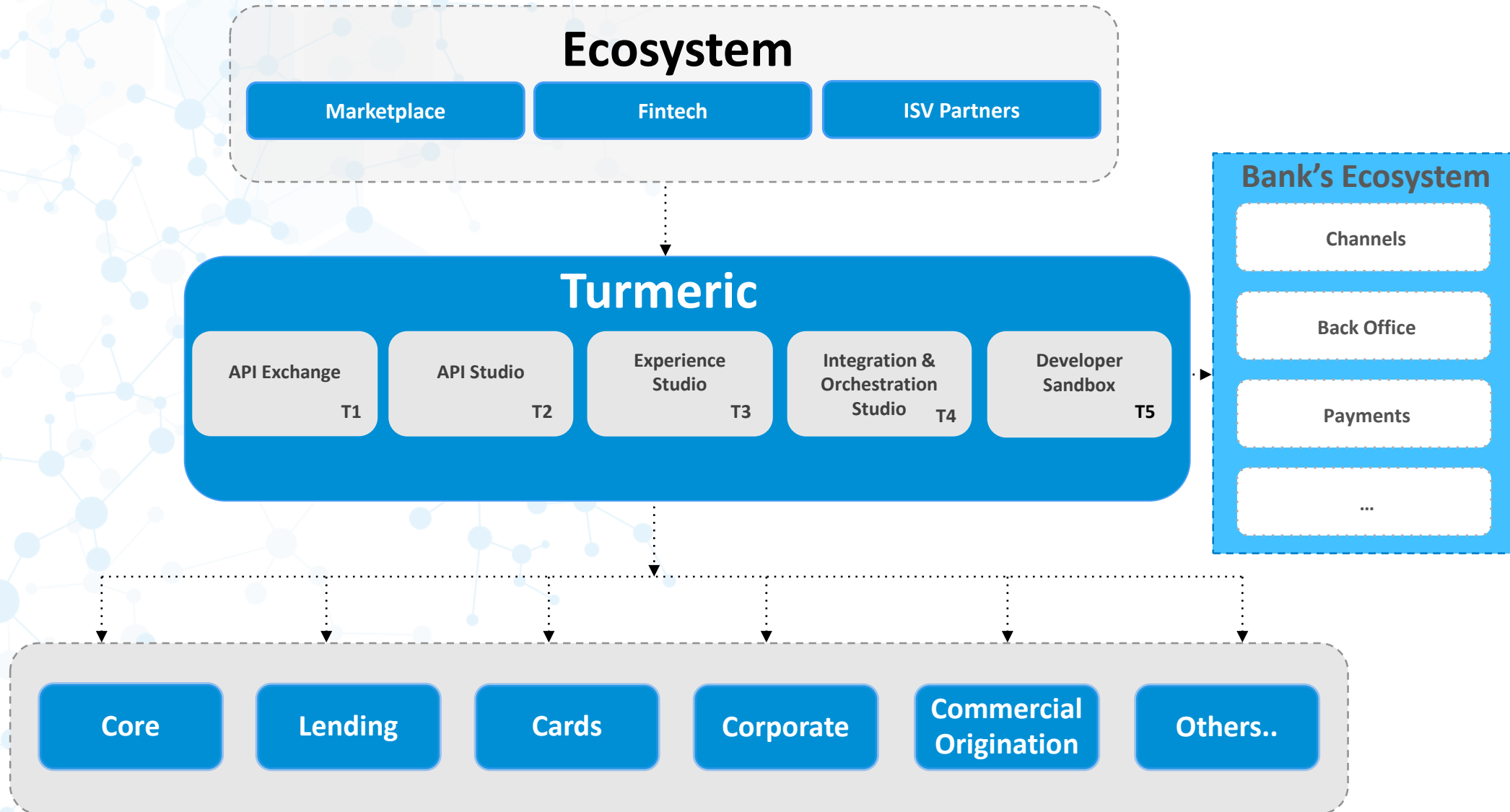
# The Complete Data Insights Technology



Scale



# iTurmeric Technology – Enabling the Ecosystem



# iTurmeric Technology – Marketplace Enabler

Omnichannel UX

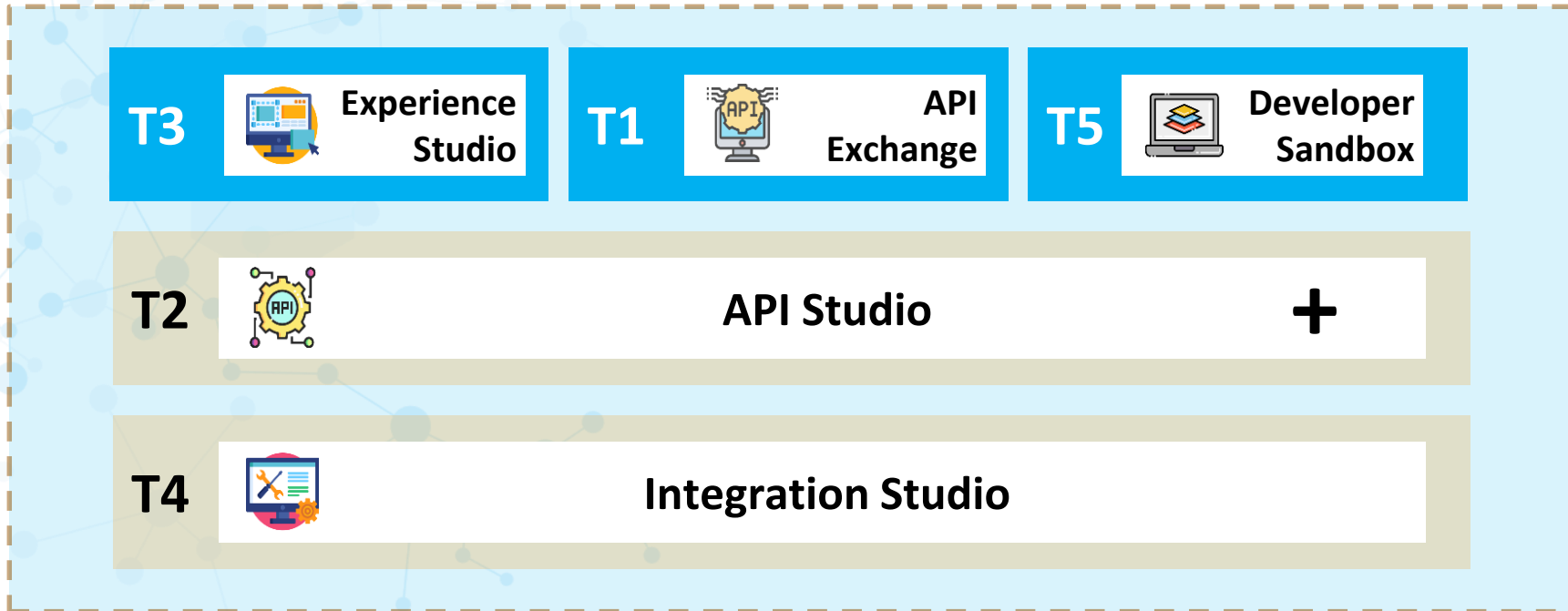
Corporates

Open Banking

Partners

FinTechs

Developers



T3



Experience Studio

T1



API Exchange

T5



Developer Sandbox

T2



API Studio



T4



Integration Studio

**Intellect Products**

|     |          |               |               |
|-----|----------|---------------|---------------|
| IDC | LMS      | Trade Finance | Capital Alpha |
| IDL | Payments | SCF           | ...           |

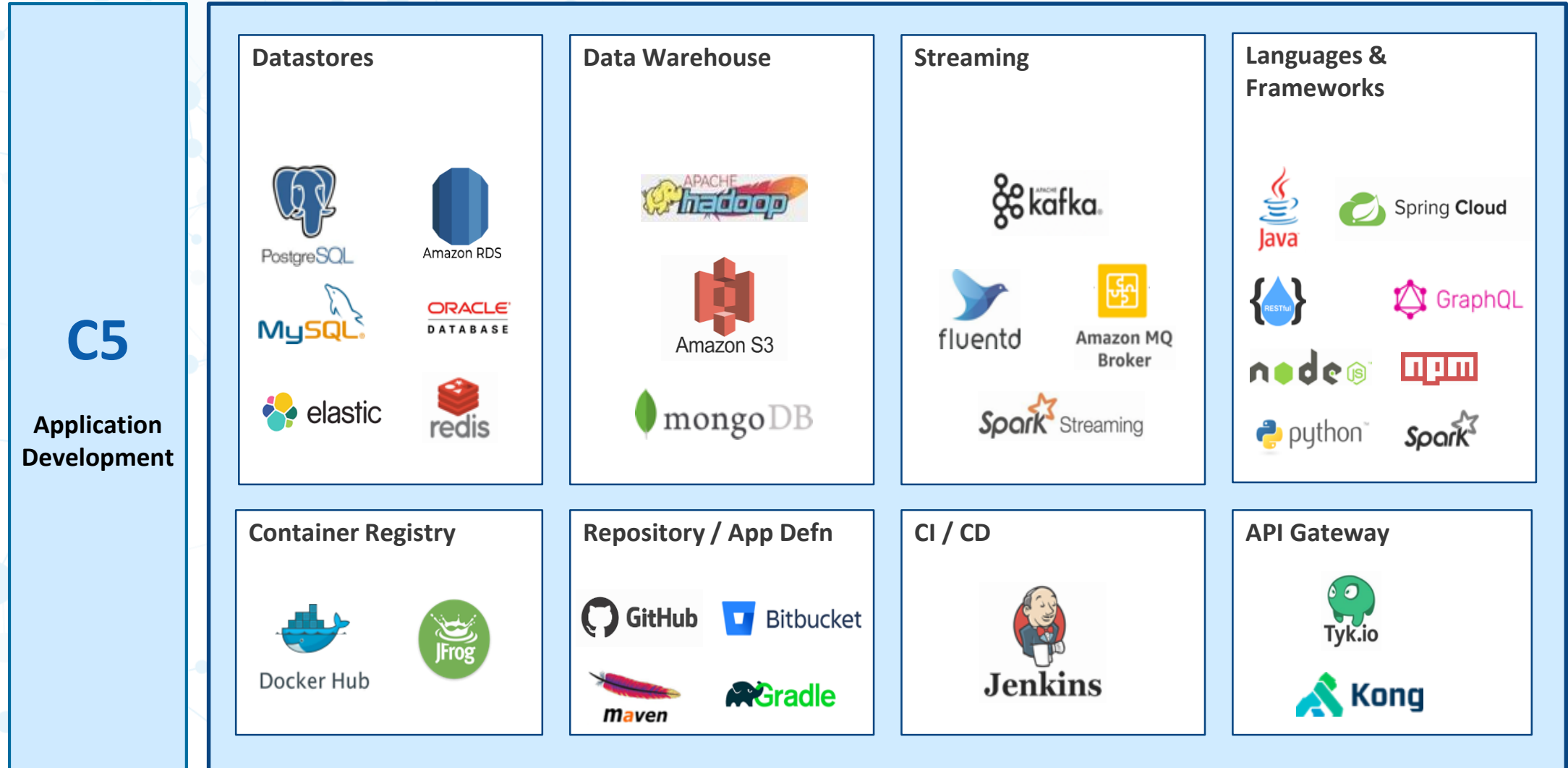
**Bank's Back Office Systems**

|     |     |
|-----|-----|
| GL  | CRM |
| AML | ... |

# Intellect Fin Cloud – Reference Architecture



# Reference Architecture – C5 Application Development





# Products

## How do Intellect's Products differentiate?

### Functional depth and breadth

Comprehensive repertoire of PBCs – Packaged Business Components that also make them 'composable'

### Contextual Solutions

Contextual, curated solutions that address the specific Market needs of a customer, rather than as a generic product offering

### Technology

Differentiated through unified architecture, MACH compliance – Microservices based, API led design, Cloud native and integration with other products/ regulatory ecosystem



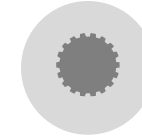
# Products



IDC



CBX



Trade & SCF



Quantum



Liquidity



Treasury



Digital Lending



DTB



Underwriting



Digital Cards



Payments



Wealth

# Products and Platforms

## 3 Products - emerged as Category Leaders

### Liquidity

45 customers  
56 countries  
\$ 4 Trillion cash every year

### DTB/ Cash Power 22

60 Customers in Middle East and Asia  
Launched on Azure Cloud in August

### Intellect Quantum

Powers 11 Central Banks across continents.  
Undisputed category leader in Central Banking

### GeM

Platform powering Indian Government's eMarketplace initiative demonstrated robust growth in GMV in FY21 and first half of FY22  
Poised for further acceleration in the next couple of years.

## Products/Platforms - would power Next Growth Cycle

### Payments

Proven with Advanced Market customers

### iKredit360/ Lending

Launched earlier this year,  
Registered wins in Resurs Bank in Sweden  
Win in a leading private sector bank in India

### Digital Core

Wins and Installs in India, Asia and Africa  
Set our footprint in Europe with Resurs win.  
Digital Banking live in Canada and in Middle East

### Underwriting

Powered by AI/ML led Fabric Data Services and IDX  
Live in Top 10 US P&C Carriers



# Platforms

1

iKredit360

2

CashPower 22

3

Xponent

4

GeM



**C2**

**Customer Capital**

# Customer Capital

- Customer is where Intellect belief meets the reality of Value creation.

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- We love Demanding Customers who challenge our limits of Imagination and thus drive that 'Edge'.

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- Intellect Products have been chosen leaders of each market which ensures comprehensive Functional depth and Architecture.

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- High NPS scores drives Product Referencability in the market leading to higher growth.

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- More Customers drives higher Product Maturity thus reducing implementation cycle time leading to higher growth and higher margin.

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- Customer Life Cycle revenues for top 20 customer ranges between 100 Crores to 500 Crores over last 7 years.

# Customer Assets

260+ Active  
Customers

Customers more than  
\$ 1 mn **doubled** from  
FY15 to FY21

Customers more than  
\$ 3 mn nearly trebled  
from FY15 to FY21

\$ 76 MN Revenues from  
Top 10 Customers  
in FY 21

\$ 111 MN Revenues from  
Top 20 Customers  
in FY 21

Average first year revenue  
realization from new  
Customer acquisitions has  
been around \$1m

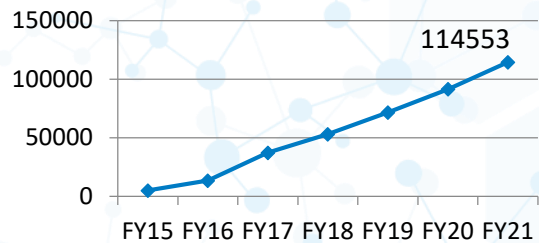
**Customer Stickiness**  
Existing customer base  
accounted for over 80%  
of revenue in any year

**Strong Cross-sell**  
20% of our active customers  
generated revenue from  
more than one product

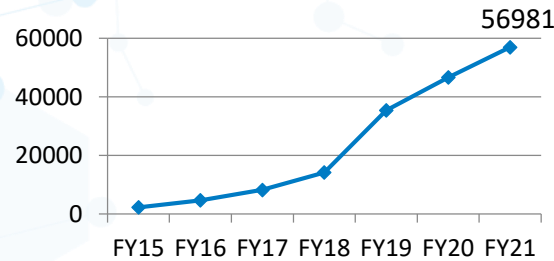
Consistent and  
progressively **increasing**  
**NPS scores** with major  
Customers

# Lifetime Value of Key Customers

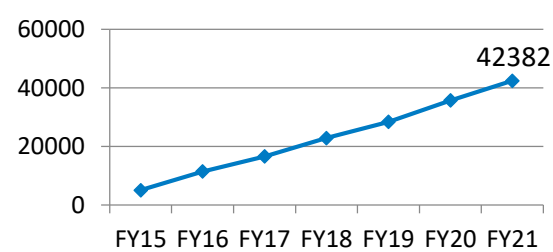
**Customer # 1**



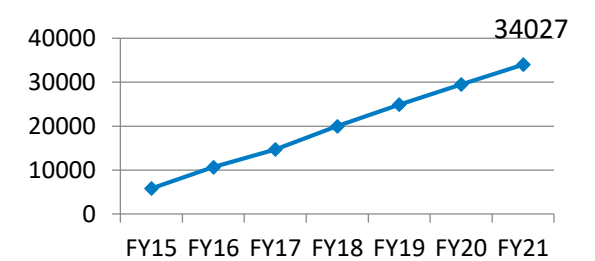
**Customer # 2**



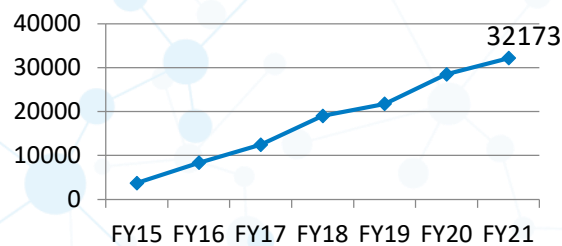
**Customer # 3**



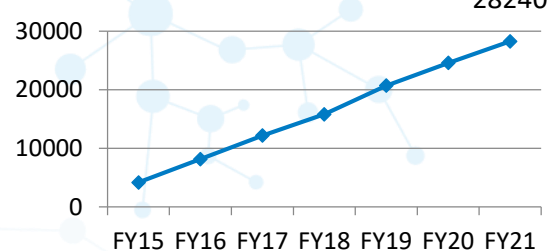
**Customer # 4**



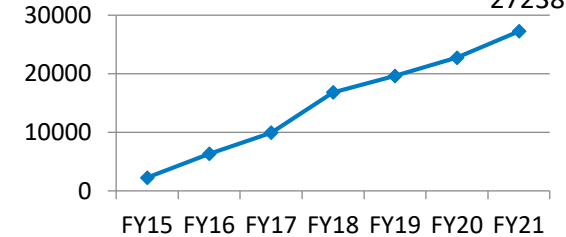
**Customer # 5**



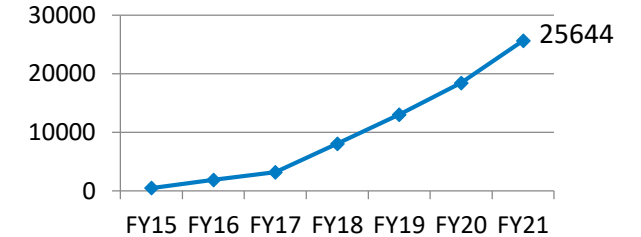
**Customer # 6**



**Customer # 7**



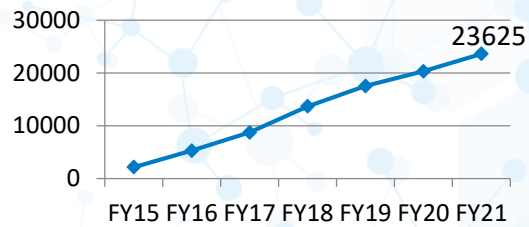
**Customer # 8**



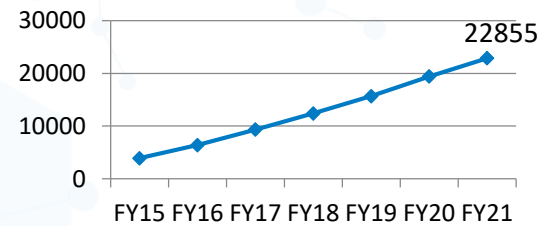
\*All figures in USD' 000s represent cumulative revenue from FY15 till that year end

# Lifetime Value of Key Customers

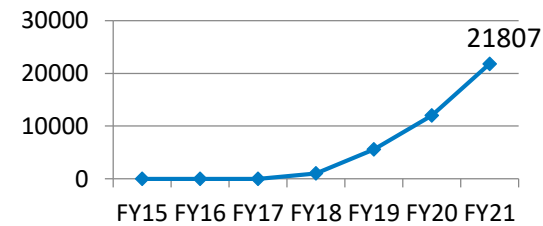
**Customer # 9**



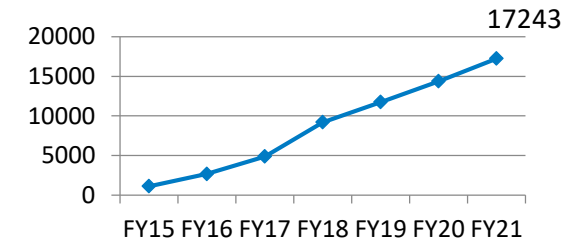
**Customer #10**



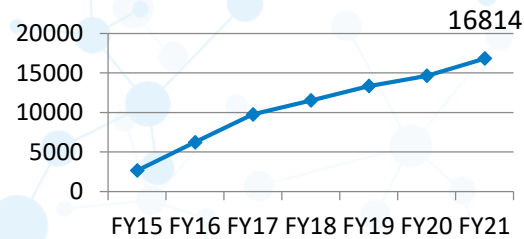
**Customer #11**



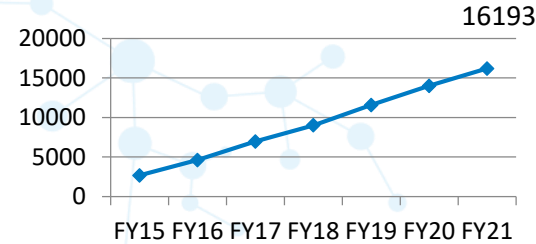
**Customer # 12**



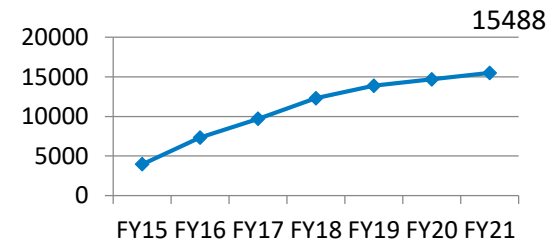
**Customer # 13**



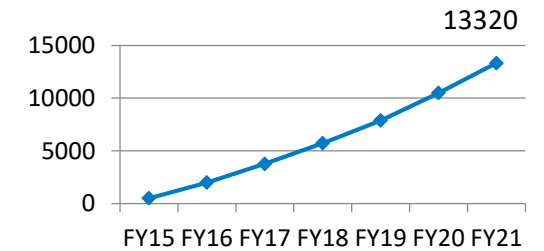
**Customer # 14**



**Customer # 15**



**Customer # 16**



\*All figures in USD' 000s represent cumulative revenue from FY15 till that year end

**C3**

# **Brand and Sales Capital**

# Brand Capital

- Ability to win large and prestigious deals in Advanced markets.

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- Created new Fresh Premium brand for Enterprise grade products among chosen 1000 Bank and Insurance market.

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- Created Intellect GTB Oxford School of Transaction Banking to drive Thought leadership - led by Andrew England, our Board member.

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- Exhaustive Coverage of all 12 products among 10 Global analysts.

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- 40% Pull leads landing by direct calling by Prospects

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- Healthy qualified Deal Pipeline of 4,875 crores and many more Leads.

# Accolades

- #1 in Retail Banking, #1 Corporate Banking and #1 Insuretech by IBS Sales League Table 2021

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- #1 In AI/ML platform by Novarica.

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- Won 7 awards for creating value for our customers in last 18 months.

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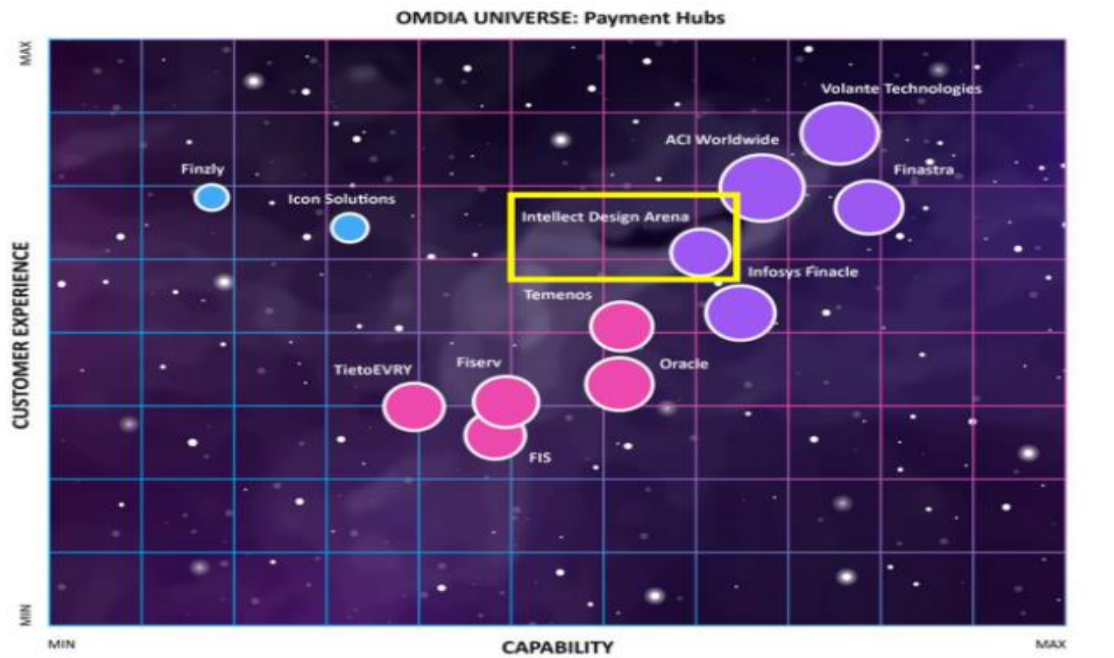
- Liquidity, DTB and Quantum Banking in Leadership quadrant

# Global IBS Sales League Table 2021

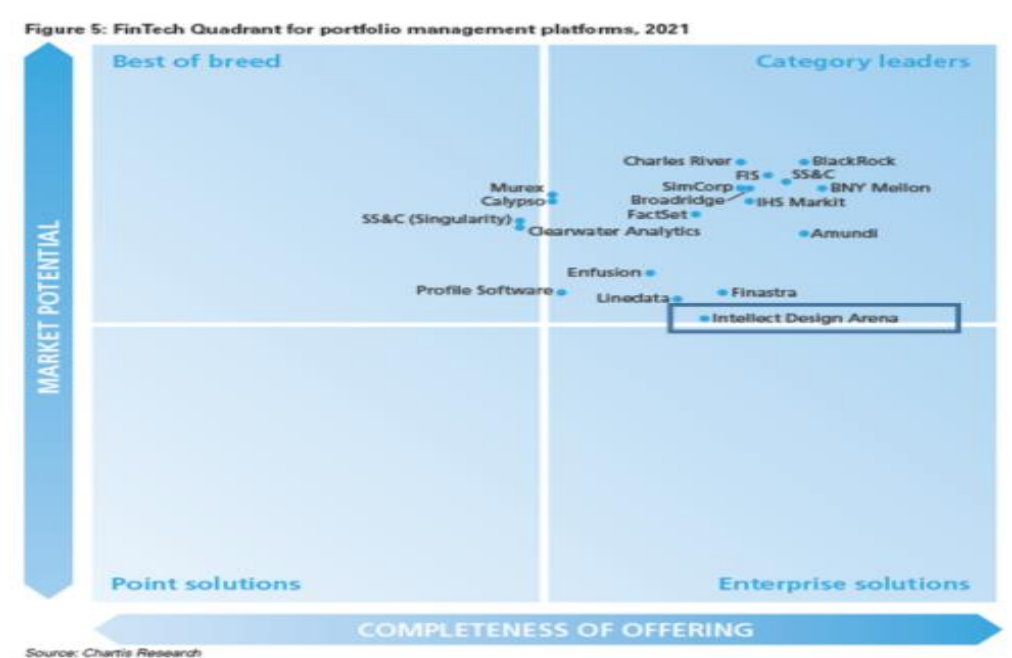


- Best Retail Payments System implementation: **Best Adoption of Tools & Governance @ Janata Bank**
- Most Effective Digitization / Paperless Initiative: **Best Project Implementation @ Janata Bank, JBL Ltd**
- Best Transaction Banking Implementation: **Most Impactful Project for @ Vietcombank**
- Best Transaction Banking Implementation: **Best Adoption of Tools & Governance @ Bank of Bahrain and Kuwait B.S.C.**

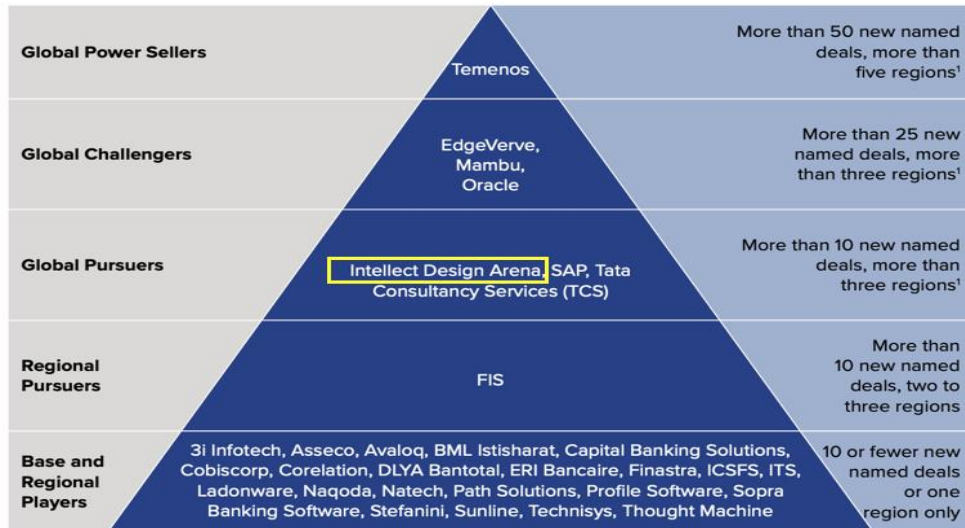
IBSi FinTech Innovation Awards 2021



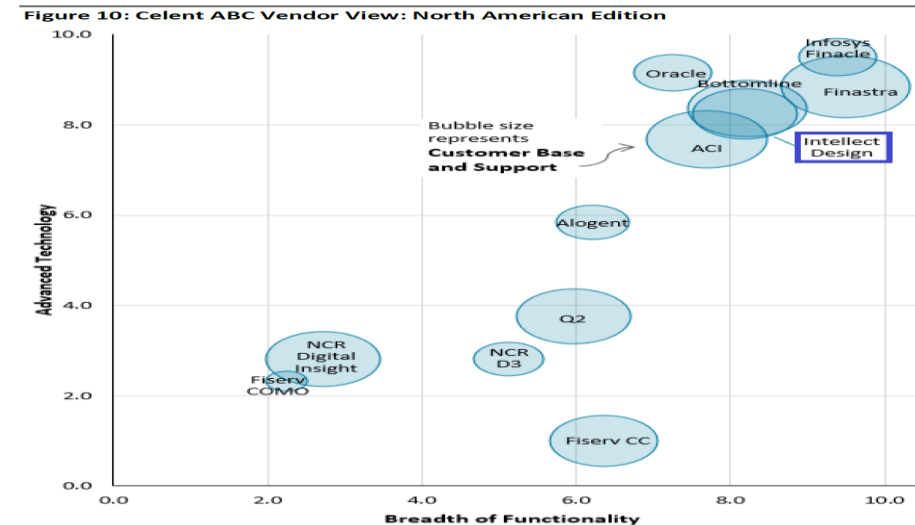
Intellect Design - PSH (Payments Services Hub) rated "LEADER" in The Omdia Universe: Selecting a Payment Hub



Intellect Design - Capital Sigma and Capital Cube rated as "Category Leaders" in Chartis FinTech Quadrant



Intellect Design rated "Global Players" (Among Top 8 Globally) in Forrester Global Banking Platform Deals Report



Contextual Banking Experience (CBX) amongst Top 5 Corporate Digital Banking Platform providers

# Intellect's Market Opportunity – Americas



- The US Market presents opportunities for **Hyperscale Corporate Banking OS/ Liquidity/Virtual Accounts/ Escrow and Data/ Underwriting**
  - Presents a \$ 1b opportunity
  - Recently won deals for Liquidity/ Escrow Digital with Tier 1 Banks in the US, on a true cloud native , API led architecture deployed in a Hyperscale cloud.
  - Gone live in a record time with one of such banks
- **Data/ Underwriting have acceptance** amongst the Top 10 P & C Carriers - across the value chain - Data Intake / triangulation and enrichment
  - Strong pipeline and pursuits / POCs in progress for Data and IDX .
  - Market size of Data/ Underwriting in the US - about 150 P&C Insurers @\$1m per account.
- **Leadership in Payments product in Canada** through recent wins and dominate the Cards market in Chile in LATAM - with multiple customers including a Global retail chain.

# Intellect's Market Opportunity – Europe



- **Europe has been the forte for the iGTB Business**, with customers in the UK.
  - iGTB expanded its footprint to Spain , Sweden, France and Austria , building a strong reference for Liquidity, Payments and Trade Finance. Set to expand further into the Nordics as well.
  - The Digital Portfolio of CBX , VAM/ Escrow, Liquidity has a similar market potential as in the US
- **Active funnel for IDC with Intellect figuring in the last 2 in a few deals** after the go-live of Cater Allen on Cloud , fully compliant with Security and GDPR regulations. Recent win with Resurs , Sweden for a unique Sales Financing opportunity
- **Growth for Digital Lending in Europe:** Won a Point of Sale Lending deal with the second largest European retailer, Otto, deployed on the cloud, after a rigorous evaluation and POC. Opened up new avenue for growth for Lending in Europe.
- Insurance: **Underwriting product to be focused in this market next year.**
- **Large ongoing engagement with a Wealth Management business in the UK** which is set to scale up further

## Growth Markets (Middle East, Asia and Africa)



- **Digital Transaction Banking (DTB) is the clear Market leader** with nearly 50 installations across Growth Markets. Top 8 of 9 Banks in GCC are Intellect customers
- Lending suite from the iGCB Business, RM Office from the iWealth Business and Capital Cube / Treasury from the iRTM Business have significant presence in these Markets with referenceable installations across geographies.
  - Focus to further expand their presence to more countries/ more Banks in countries with existing installations

# Sales Capital

- Very seasoned and senior sales Leadership closer to Customer.
- London Office is staffed with over 50 senior profiles for catering to Europe business at the Financial district of Canary Wharf.
- US Office is led by Uppili Srinivasan and Jim McKenney staffed with over 30 Senior leaders - operates from New jersey owned office.
- Canada office is led by Syed Quader and has more than 40 leaders driving focussed growth in the market.
- Dubai office is led By Rajesh Saxena and Banesh Prabhu and hosts more than 40 leaders for covering Middle east and Africa
- Singapore Office is led by Jaideep Billa and has more than 25 leaders to drive growth in Asia pacific
- Sydney Office led by Anil Verma and has focused team of 6 members.

# Partnership Ecosystem

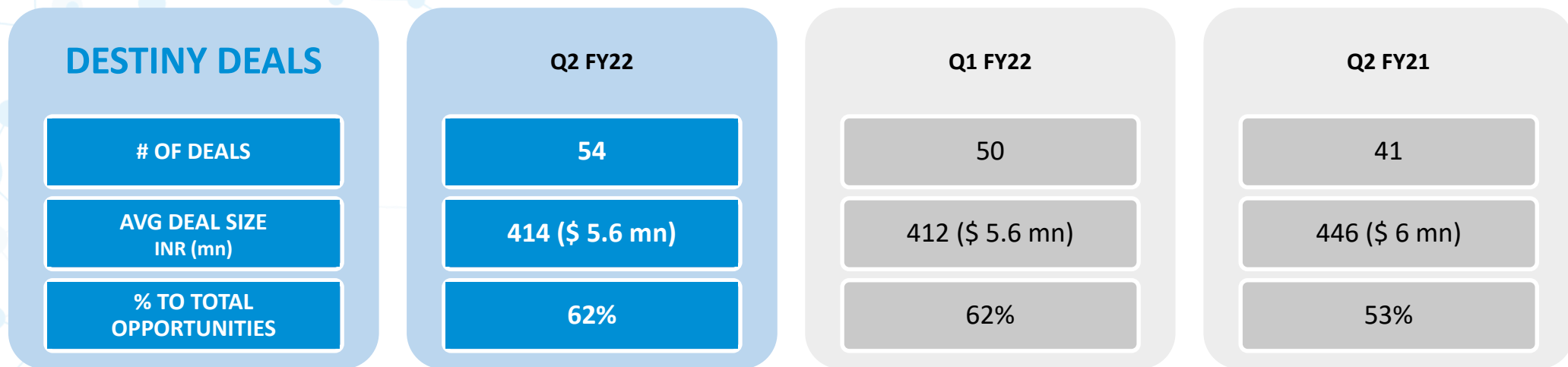
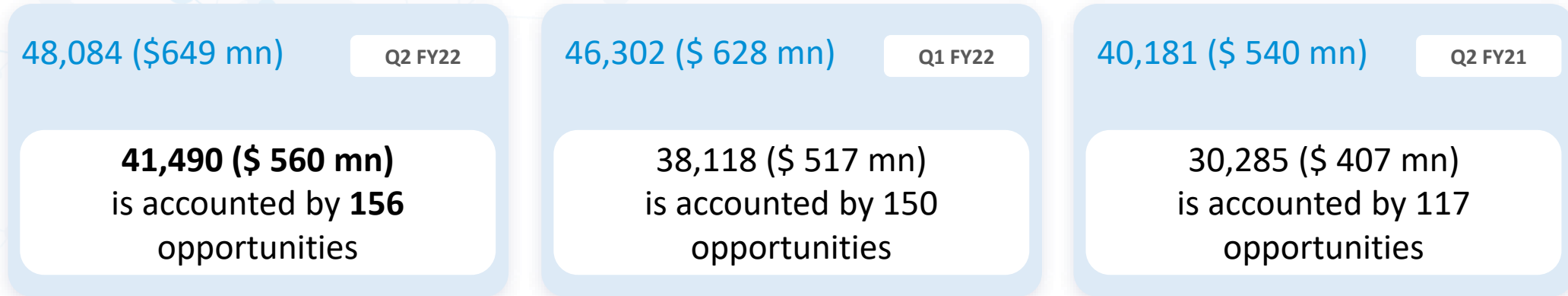
Strategic  
Partners - IBM,  
Microsoft, AWS,  
Hexaware

Country specific  
Partners in 18  
countries

25 partnerships  
with Fintech  
companies

# Real, Rich Funnel

The current funnel of Intellect (INR Mn)





**C4**

## **Talent Capital**

# Talent Capital

- The foundation of Intellect is about people who have not written their resume in their life or after they joined Intellect!

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- Intellect celebrates talent with ability to challenge status quo and commitment to deliver the new belief.

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- Two Institutional frames - 35 member Partnership Council to drive next 3 year agenda, 110 member Corporate Executive council to drive next 12 months agenda and 600 Konarks to drive high performance culture.

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- Intellect enjoys the learnings from 29 nationalities, as of today

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- Intellect deep customer impact emerges from more than 1500 profiles having more than 10 years Fintech experience.

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- Intellect has more than 900 researchers working in R&D building cutting edge technologies. The average experience of R&D team is more than 8 years.

# Board of Directors



**Arun Jain**  
Chairman &  
Managing Director



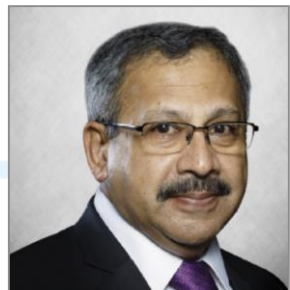
**Anil Verma**  
Executive Director



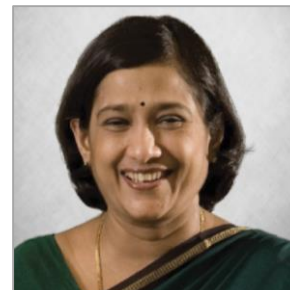
**Andrew England**  
Non-Executive Director



**Arun Shekhar Aran**  
Independent Director



**Abhay Gupte**  
Independent Director



**Vijaya Sampath**  
Independent Director

# Strategic Advisors



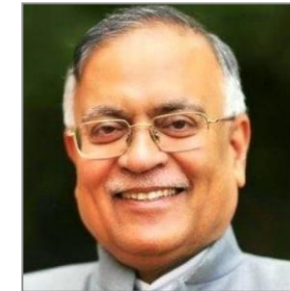
**Andrew England**  
Director & Head of Strategy,  
UK, iGTB



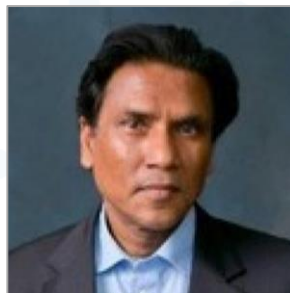
**Dave Ravell**  
Growth Advisory Board, iGTB



**Prabal Basu Roy**  
Advisor to Chairman



**Pradeep Kapur**  
Strategic Advisor



**Sanjeeb Chaudhuri**  
Growth Advisory Board,  
iGCB



**Swarup Choudhury**  
Strategic Advisor



**Theodore Roosevelt  
Malloch**  
Growth Advisory Board,  
iGTB



**Vikram Sud**  
Growth Advisory Board,  
iGTB

# Leadership Team



**Arun Jain**  
Chairman &  
Managing Director



**Manish Maakan**  
Chief Executive Officer  
Intellect Global Transaction  
Banking



**Rajesh Saxena**  
Chief Executive Officer  
Intellect Global Consumer  
Banking



**Banesh Prabhu**  
Chief Executive Officer,  
Intellect SEEC



**TV Sinha**  
Head – Treasury and  
Capital Markets



**Jaideep Billa**  
President,  
Wealth Management



**Anil Verma**  
Executive Director



**Debanjan Kumar**  
Chief Executive Officer,  
iDigital

# Leadership Team



**Krishna Rajaraman**  
Chief Technology Officer



**Venkateswarlu Saranu**  
Chief Financial Officer



**Padmini**  
Chief Talent Officer



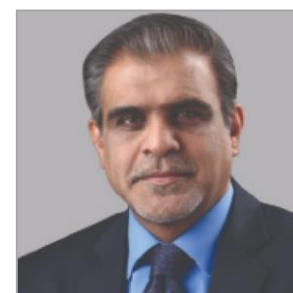
**Sudha Gopalakrishnan**  
Global Head – Quality



**Debal Dutt**  
Chief Marketing Officer



**Ramanan SV**  
Chief Executive Officer,  
India and South Asia



**Kannan Ram**  
Global Head- Partnerships  
and Alliances

## The Intellect Way of doing things.

- Design Thinking in our DNA
- Passionate about R & D/innovation
- Lakshya, our visioning exercise
- Circle time: Encourage diverse thoughts but keep the tribe together.
- The most approachable leadership



**C5**

# Execution Capital

# Execution Capital

## Principles

- Based on design Thinking principle. Last 2% detailing drives 200% throughput.
- Comprehensive Delivery excellence Framework -D1-D7 Framework
- Driving reduction in Digital Transformation cycle time 30% year on year by application of design thinking.
- Extremely low defect density post go live.
- Driving partnership led implementation methodologies.

**C6**

# Finance Capital

# Finance Capital

Business  
Growth

Focus on  
ARR Growth

Cash Flows

Investment  
Thruput on  
R&D dollars

Driving  
EBITDA  
Growth

## Its time to get to Financial Numbers..

- Large deals signups and focus on Destiny deals resulted in accelerating revenue Growth to 22%.
- Zero debt Global Fintech Company. Net cash moved from Net Debt of 114 Cr to 257Cr positive.
- Higher quality execution drives higher license linked revenues growth of 55%.
- Cloud/SaaS/AMC helped in driving ARR growth of 74% over 8 quarters (583 Cr in Q2'22 vs 335 Cr Q2'20).
- In spite of complete technology stack, the total Technology assets (Capitalised Assets stood at 191 cr and under WIP at 348Cr as on Sep 21).
- EBITDA grew to 419 Cr as of Sept 21 from just 95Cr. during Sept 19
- PAT grew to 315Cr from 43 Cr in Sept 19.

# QoQ Financial Highlights

| Quarter's figures               | Q1FY20        | Q2FY20        | Q3FY20        | Q4FY20        | Q1FY21        | Q2FY21        | Q3FY21        | Q4FY21        | Q1FY22        | Q2FY22        |
|---------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| <b>TOTAL REVENUE</b>            | <b>342.8</b>  | <b>326.6</b>  | <b>319.5</b>  | <b>358.0</b>  | <b>345.9</b>  | <b>371.8</b>  | <b>382.2</b>  | <b>397.6</b>  | <b>408.3</b>  | <b>452.1</b>  |
| License                         | 55.4          | 42.5          | 49.1          | 100.4         | 60.0          | 98.2          | 91.0          | 85.5          | 79.2          | 86.9          |
| SaaS                            | 23.3          | 27.5          | 32.5          | 38.2          | 38.5          | 34.4          | 41.8          | 64.9          | 77.7          | 87.9          |
| AMC                             | 59.6          | 62.6          | 63.2          | 66.7          | 73.4          | 74.6          | 74.4          | 75.8          | 79.2          | 81.4          |
| Impl                            | 204.5         | 193.9         | 174.7         | 152.7         | 174.0         | 164.6         | 175.0         | 171.2         | 172.2         | 195.9         |
| <b>License Linked Revenue</b>   | <b>138</b>    | <b>133</b>    | <b>145</b>    | <b>205</b>    | <b>172</b>    | <b>207</b>    | <b>207</b>    | <b>226</b>    | <b>236</b>    | <b>256</b>    |
| % Total Revenue                 | 40%           | 41%           | 45%           | 57%           | 50%           | 56%           | 54%           | 57%           | 58%           | 57%           |
| <b>Annual Recurring Revenue</b> | <b>83</b>     | <b>90</b>     | <b>96</b>     | <b>105</b>    | <b>112</b>    | <b>109</b>    | <b>116</b>    | <b>141</b>    | <b>157</b>    | <b>169</b>    |
| % Total Revenue                 | 24%           | 28%           | 30%           | 29%           | 32%           | 29%           | 30%           | 35%           | 38%           | 37%           |
| <b>Gross Margin %</b>           | <b>47.03%</b> | <b>45.17%</b> | <b>46.44%</b> | <b>53.38%</b> | <b>53.38%</b> | <b>56.03%</b> | <b>55.99%</b> | <b>56.82%</b> | <b>56.22%</b> | <b>57.91%</b> |
| <b>EBITDA</b>                   | <b>11.66</b>  | <b>(5.9)</b>  | <b>2.7</b>    | <b>62.3</b>   | <b>67.9</b>   | <b>89.2</b>   | <b>97.4</b>   | <b>101.4</b>  | <b>100.2</b>  | <b>118.2</b>  |
| EBITDA %                        | 3.4%          | -1.8%         | 0.9%          | 17.4%         | 19.6%         | 24.0%         | 25.5%         | 25.5%         | 24.5%         | 26.1%         |
| <b>PAT</b>                      | <b>3.39</b>   | <b>(17.0)</b> | <b>(11.4)</b> | <b>41.0</b>   | <b>42.6</b>   | <b>59.2</b>   | <b>80.4</b>   | <b>80.6</b>   | <b>73.7</b>   | <b>79.2</b>   |
| PAT %                           | 1.0%          | -5.2%         | -3.6%         | 11.4%         | 12.3%         | 15.9%         | 21.0%         | 20.3%         | 18.1%         | 17.5%         |
| Net cash                        | (77.8)        | (113.9)       | (101.5)       | (121.2)       | 57.0          | 94.7          | 124.2         | 210.7         | 218.2         | 257.4         |

# LTM Financial Highlights

| LTM Figures                     | Q1FY20        | Q2FY20         | Q3FY20         | Q4FY20         | Q1FY21      | Q2FY21      | Q3FY21       | Q4FY21       | Q1FY22       | Q2FY22       |
|---------------------------------|---------------|----------------|----------------|----------------|-------------|-------------|--------------|--------------|--------------|--------------|
| <b>TOTAL REVENUE</b>            | 1,494         | 1,440          | 1,384          | 1,347          | 1,350       | 1,395       | 1,458        | 1,497        | 1,560        | 1,640        |
| License                         | 326           | 260            | 233            | 247            | 252         | 308         | 350          | 335          | 354          | 343          |
| SaaS                            | 83            | 95             | 106            | 122            | 137         | 144         | 153          | 180          | 219          | 272          |
| AMC                             | 231           | 240            | 245            | 252            | 266         | 278         | 289          | 298          | 304          | 311          |
| Impl                            | 854           | 844            | 800            | 726            | 695         | 666         | 666          | 685          | 683          | 714          |
| <b>Licensed Linked Revenue</b>  | <b>640</b>    | <b>595</b>     | <b>584</b>     | <b>621</b>     | <b>655</b>  | <b>729</b>  | <b>792</b>   | <b>813</b>   | <b>877</b>   | <b>926</b>   |
| LLR % Total Revenue             | 43%           | 41%            | 42%            | 46%            | 48%         | 52%         | 54%          | 54%          | 56%          | 56%          |
| <b>Annual Recurring Revenue</b> | <b>314</b>    | <b>335</b>     | <b>351</b>     | <b>374</b>     | <b>403</b>  | <b>422</b>  | <b>442</b>   | <b>478</b>   | <b>523</b>   | <b>583</b>   |
|                                 | 21%           | 23%            | 25%            | 28%            | 30%         | 30%         | 30%          | 32%          | 34%          | 36%          |
| <b>Gross Margin</b>             | <b>734</b>    | <b>694</b>     | <b>662</b>     | <b>648</b>     | <b>672</b>  | <b>732</b>  | <b>798</b>   | <b>833</b>   | <b>878</b>   | <b>931</b>   |
| Gross Margin%                   | 49%           | 48%            | 48%            | 48%            | 50%         | 52%         | 55%          | 56%          | 56%          | 57%          |
| <b>EBITDA</b>                   | <b>139</b>    | <b>95</b>      | <b>59</b>      | <b>71</b>      | <b>127</b>  | <b>222</b>  | <b>317</b>   | <b>356</b>   | <b>388</b>   | <b>417</b>   |
| EBITDA %                        | 9%            | 7%             | 4%             | 5%             | 9%          | 16%         | 22%          | 24%          | 25%          | 25%          |
| <b>PAT</b>                      | <b>91</b>     | <b>43</b>      | <b>18</b>      | <b>16</b>      | <b>55</b>   | <b>131</b>  | <b>223</b>   | <b>263</b>   | <b>294</b>   | <b>314</b>   |
| PAT %                           | 6%            | 3%             | 1%             | 1%             | 4%          | 9%          | 15%          | 18%          | 19%          | 19%          |
| <b>Net cash</b>                 | <b>(77.8)</b> | <b>(113.9)</b> | <b>(101.5)</b> | <b>(121.2)</b> | <b>57.0</b> | <b>94.7</b> | <b>124.2</b> | <b>210.7</b> | <b>218.2</b> | <b>257.4</b> |

# In Summary

# Summary

- We continue our strategy of Calibrated Growth with predictable profitability
- Going deeper with Strategic Customers
- Getting wider with more customer in existing market and
- Getting wider with platforms in new markets
- Building Network of Partners for driving platform Growth



**intellect**<sup>®</sup>  
Design for Digital

**Technology  
Day II**  
December 07, 2021



**Technology  
Day II**  
December 07, 2021

# Intellect Technology Day II

iGTB

Manish Maakan, CEO

# AGENDA

**A**

iGTB  
PRODUCT  
PILLARS

**B**

MARKET  
TRENDS

**C**

OUR NEW  
BUSINESS  
PROPOSITION

**D**

WHY  
WE WIN



# Our Investments in Modern Cloud Platforms Ready to Fast Forward to Digital Next

iGTB is Powered by Composable,  
Contextual & Hyperscale Technology  
Architecture



#1 Partner of Choice for Digital Transaction  
Banking & Corporate Liquidity Management  
Transformation Programs



## Digital Transaction Banking

World's First Integrated Digital Transaction Banking Enterprise Platform delivering Omni-Channel Cash & Trade Product Processors



## Liquidity Management Platform

Corporate Treasury Exchange to manage Domestic & Cross Border Liquidity, Investments & Corporate Deposits including Virtual Accounts & Escrows



## Contextual Banking Experience

Composable, Contextual & Hyperscale Customer Experience Digital Platform to manage Corporate Cash & Trade



## Payment Services Hub

Unified Payments Platform Optimising critical Business Interactions - Leveraging Context Aware operating system



## Trade & Supply Chain Finance

Digital 360 Platform enabling Integrated Trade & Supply Chain Finance with Collateral & Limits Management - Enabling Open Networking

A1

iGTB  
PRODUCT  
PILLARS

# DIGITAL TRANSACTION BANKING DTB

iGTB

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Design for Digital

Technology  
Day II  
December 07, 2021



34

# COUNTRIES



# CUSTOMERS

60

Cloud-ready  
solution  
available



CLOUD PLATFORM



ANALYST COVERAGE

Advanced AI Mountaineers in Corporate Banking, Digitizing Accounts Receivables, Banks as Frontrunners, Leader in IDC marketscape, worldwide, end-to-end banking solution



STAGE 5



## #1 most comprehensive integrated transaction banking solution globally

Digital Transaction  
Banking

processes transactions worth  
**\$350+** billion  
every year

pays  
**\$50** billion  
salaries every year

over  
**100** billion  
corporate transactions  
executed every year



KEY FUNCTIONALITY

No other vendor has fully integrated cash and trade offering including supply chain finance, front to back. Capable through iZoom to go live for a bank within weeks.



ARCHITECTURE

Cloud-ready with composable & contextual digital. Significantly superior digital experience with respect to the competition



COMPETITION

Win rate of 60% from all RFPs published in the last 4 years in Emerging Markets

Finastra  
Oracle  
Nucleus  
Software  
(Asia)



CLOUD



OPENSIFT



kubernetes





56

# COUNTRIES



45

# CUSTOMERS

Cloud-ready  
solution  
available



CLOUD PLATFORM



ANALYST COVERAGE

- iGTB clients regularly win awards for best-in-class liquidity
- Recent Aité Fireside Chat with iGTB & BNY Mellon
- IDC: "Covid-19 forced CFO focus on liquidity. In response, 65% of corporate banks will invest in supporting predictive liquidity"

STAGE 5



## #1 market leader in liquidity management, live in all continents

Liquidity Management  
Solution

allocates interest on over  
**\$35trillion**  
notional pools every year

sweeps over  
**\$4trillion**  
cash every year

processes worldwide  
**23%**

of major currency cross-border MNC  
sweeps



KEY FUNCTIONALITY

Comprehensive sophisticated cash concentration, notional pooling, intercompany loans, investments plus much more including protecting bank balance sheet.

Includes predictive liquidity/CFF, real time funds control and virtual accounts including Escrow.

Country coverage means local regulations and taxation hold no fears for LMS.



ARCHITECTURE

Pegasus engineering.

**Born in the cloud, API-first, micro services**, pure open source, real time.

Front office uses Lisa SPA for banks' clients and bank staff.



COMPETITION

Two of our largest liquidity management competitors' clients have chosen to replace with iGTB LMS in the last 12 months.

Tieto  
Infosys  
ReVal



CLOUD



OPENSIFT





55

# COUNTRIES



61

# CUSTOMERS



AI + MACHINE LEARNING

Cloud-ready  
solution  
available

CLOUD PLATFORM



ANALYST COVERAGE

FORRESTER  
accenture  
Aite  
CELENT

## STAGE 3



Contextual Banking  
Experience

built leveraging

1,000+

proven customer TB journeys

offering

450+

open banking APIs

## The contextual, composable hyperscalable, trendsetter



### KEY FUNCTIONALITY

White label digital banking for corporations, SME/SMB covering Payments, Account Services, Liquidity, Collections & Receivables, Virtual Accounts, Escrow Management and Cash Flow Forecasting



### DIFFERENTIATORS

Best-next-action  
Best-next-offer  
UX-led  
Persona-based  
Covering all corporate banking domains  
Part of Intellect CBX family



### ARCHITECTURE

Cloud native, API-first  
Fully open source  
Contextual powered by AI/ML  
Cross-domain data fetch  
Full score (Gartner) for interactive open banking channel capabilities

Singled out by Accenture as notable example of extensive use of microservices and cloud-native PaaS technologies



### COMPETITION

Coconet  
Finastra  
Infosys  
Internal IT



### CLOUD



OPENSIFT





30

# COUNTRIES



# CUSTOMERS

39



AI + MACHINE LEARNING

Under construction



CLOUD PLATFORM



ANALYST COVERAGE

Ovum: best choice for tactical short term solution & building blocks of longer term foundation

Among global top 12 payment vendors worldwide in CEB (Gartner) report



## STAGE 3

# PSH

Payments Services  
Hub

rolled out by one bank every

# 4-6 weeks

to a new country  
now live in 19 countries

# >1 million

payments processed per hour in live use

## Cloud-based context-sensitive corporate payments optimizing interactions



### KEY FUNCTIONALITY

- Corporate payments in the cloud
- Payments pre-processing
- Orchestration
- Execution
- Limits management
- Remittance repository
- ISO 20022 rapid adoption



### ARCHITECTURE

- Contextual digital
- Cloud native
- API-first
- Fully open source



### COMPETITION

- Bottomline
- Finastra
- ACI
- Fiserv
- FIS



### CLOUD



OPENSIFT



CLOUD FOUNDRY



11

# COUNTRIES



22

# CUSTOMERS



AI + MACHINE LEARNING



CLOUD PLATFORM

Cloud  
deployable



ANALYST COVERAGE

CBX Trade Finance judged best-in-class for corporate client services in CEB report

Assessed by Aité as 10% market share

Judged a leader by IDC

STAGE 3



Trade & Supply Chain  
Finance

Future of trade & supply chain finance with AI, risk mitigation & partner ecosystem



KEY FUNCTIONALITY

- Only solution covering both trade finance and SCF fully
- Transformational and sustainable
- Risk participation, distribution and mitigation
- Fast supplier onboarding
- IDX smart paper-killer that reads any form
- Limits management



PARTNER ECOSYSTEM



ARCHITECTURE

- AI/ML/NLP
- Best next actions
- IoT
- Open banking, fully composable
- Digital 360
- APIs
- Cloud deployable



COMPETITION

- Finastra
- Surecomp
- China Systems



CLOUD



OPENSIFT



according to the ICC  
**\$60bn**  
trade finance  
opportunity for banks

according to the ICC  
**\$20bn**  
SCF opportunity  
for banks



# Hyperscaling the business model Product to Platform...

iGTB launches  
CashPower '22



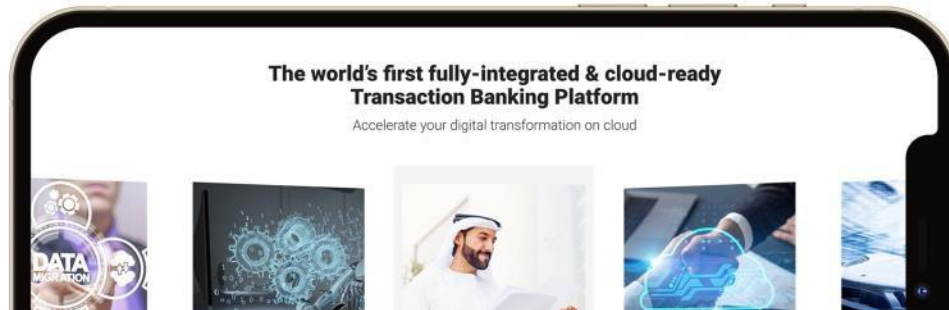
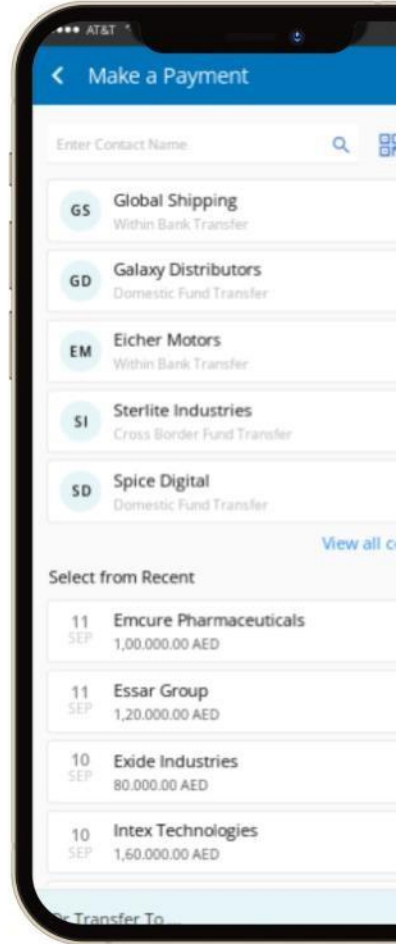
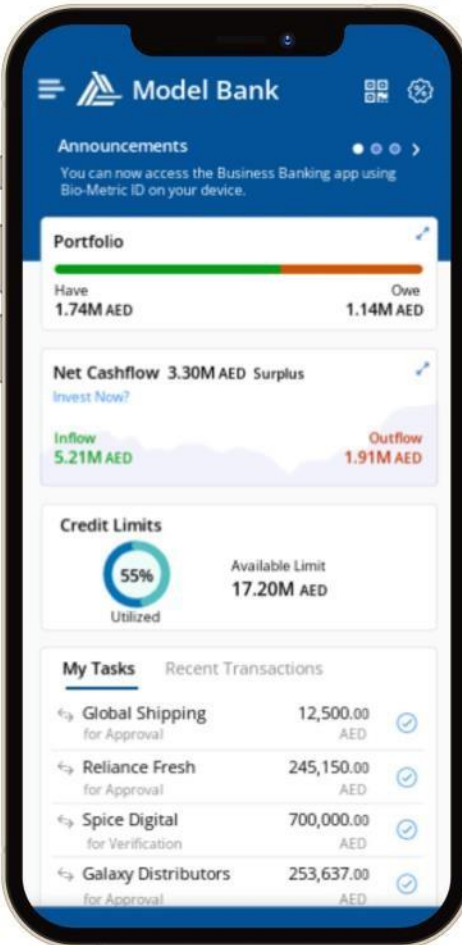
iGTB

intellect®  
Design for Digital

Technology  
Day II  
December 07, 2021

New eXperiences. True creativity.

# iGTB Cloud CashPower '22



1. Banks earned nearly \$1tn from commercial in 2020
2. Need for Innovation to support Small Business Banking
3. Corporates & Regulators pressure banks to transform their technology
4. COVID-19 has pushed technology and transformed business forever
5. Corporate Banking Global IT spend Growing
6. SaaS Cloud spend growing to 25% of all on-prem applications spend

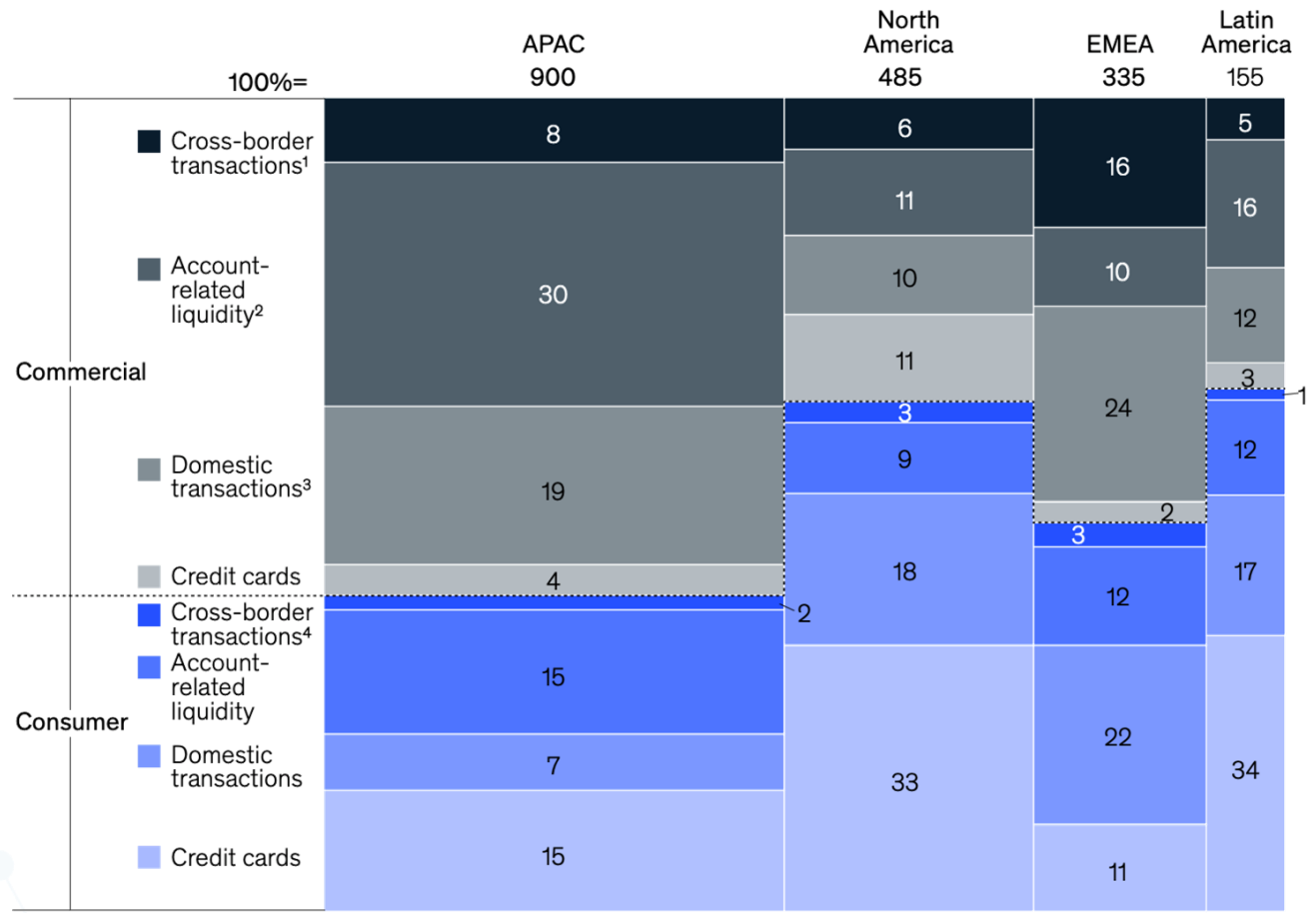
# Banks earned nearly \$1tn from commercial in 2020

## McKinsey:

Global Payments revenues will be back to growing 6-7%

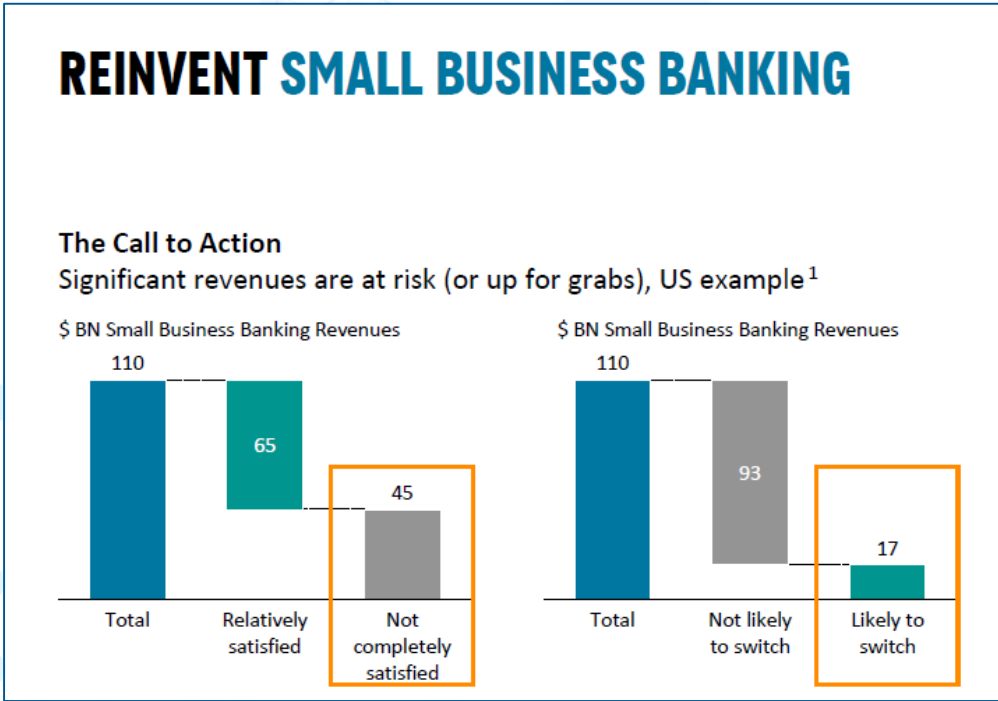
Domestic & Cross-Border Payments and Account-related Liquidity are the key revenue pools for commercial banking

Payments revenue, 2020, % (100% = \$ billion)



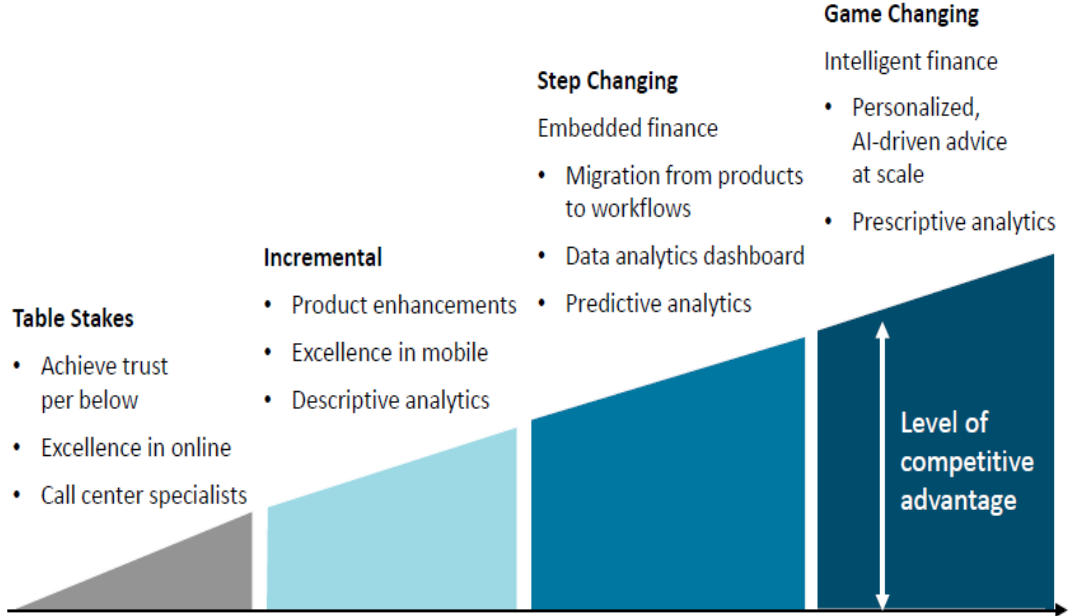
# Need for Innovation to support Small Business Banking

## Need to REINVENT by applying Design Thinking



<sup>1</sup>Source: Phase 5/Delvinia March 2020 small-business survey (percent not completely satisfied; % likely to switch); Oliver Wyman revenue pool estimates.

**Banks' Response**



**Small Business Needs**



- Earn my Trust**
  - Fair pricing
  - Fair value exchange for data
  - Transparency
  - Reliability
- Make the basics easy**
  - Payments to/by me
  - Access to working capital
  - Fundamental financial management
- Make my financial workflows easy**
  - Order-to-cash
  - Procure-to-pay
  - Advanced financial management
- Advise me**
  - Actionable alerts
  - Optimal choices
  - Guidance by business stage and vertical

# Corporates & Regulators pressure banks to transform their technology

## 7-8%

growth

### SME Growth

- Focus on SME is growing
- Cloud transition growth even faster



## 1.1m

risky CRs

### Regulatory

- Regulators worldwide, concerned on operational resilience
- Increasing focus on **operational resilience** due to legacy infrastructure



## 16%

corporates  
switched bank

### Customer Experience

- FinTechs and bad customer experience driving high rate of switching



## \$3.5bn

corporate spend

### Demand for APIs

- Demand for API connectivity by clients who are investing **\$3.5bn** globally



# COVID-19 has pushed technology and transformed business forever



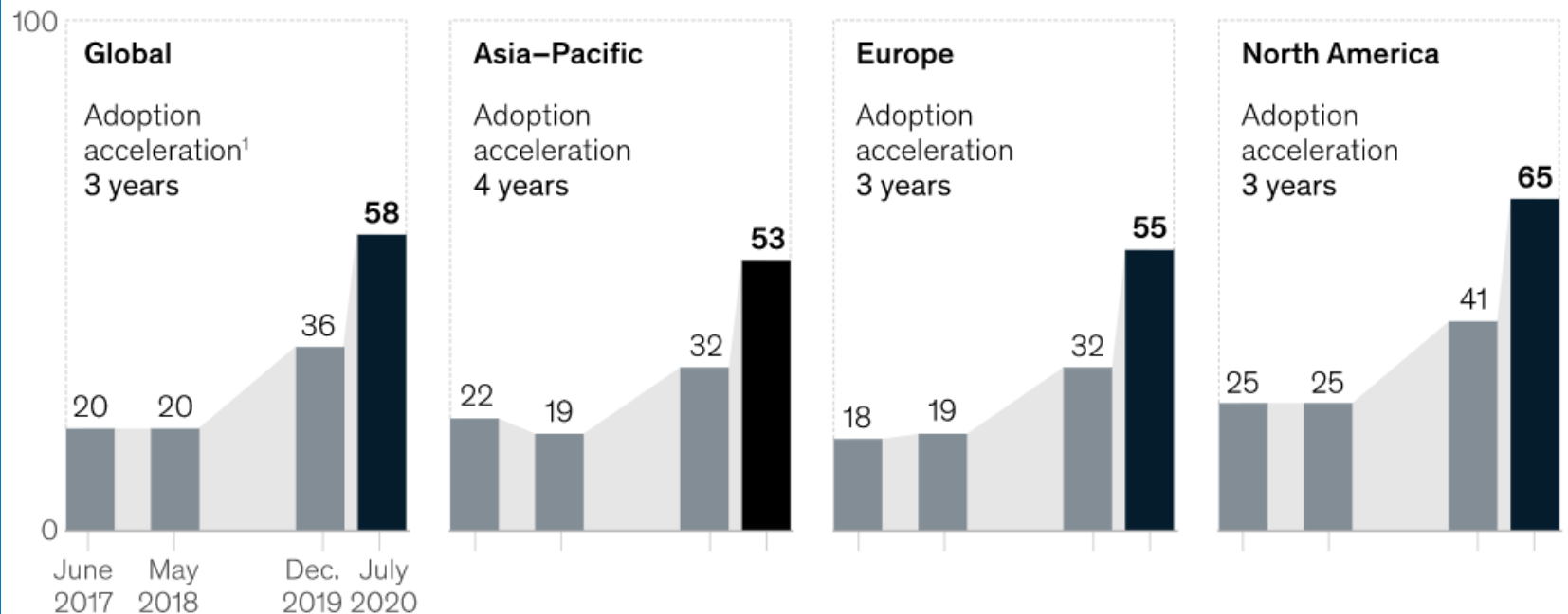
3x

likelier now than before the crisis to say that at least 80 percent of their customer interactions are digital in nature

## The COVID-19 crisis has accelerated the digitization of customer interactions by several years.

Average share of customer interactions that are digital, %

■ Precrisis ■ COVID-19 crisis



<sup>1</sup>Years ahead of the average rate of adoption from 2017 to 2019.

# Corporate Banking Global IT spend Growing

**\$46.9bn**  
2022 projected

**\$7.6bn**

2022 Application Spend  
projected

**\$55.5bn**  
2025 projected

**\$9.3bn**

2025 Application Spend  
projected



# SaaS Cloud spend growing to **25%** of all on-prem applications spend



## \$2.3bn



↑  
2025



# Shift to Buy vs Build



# Our Business Proposition

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# *New Business Proposition*

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December 07, 2021

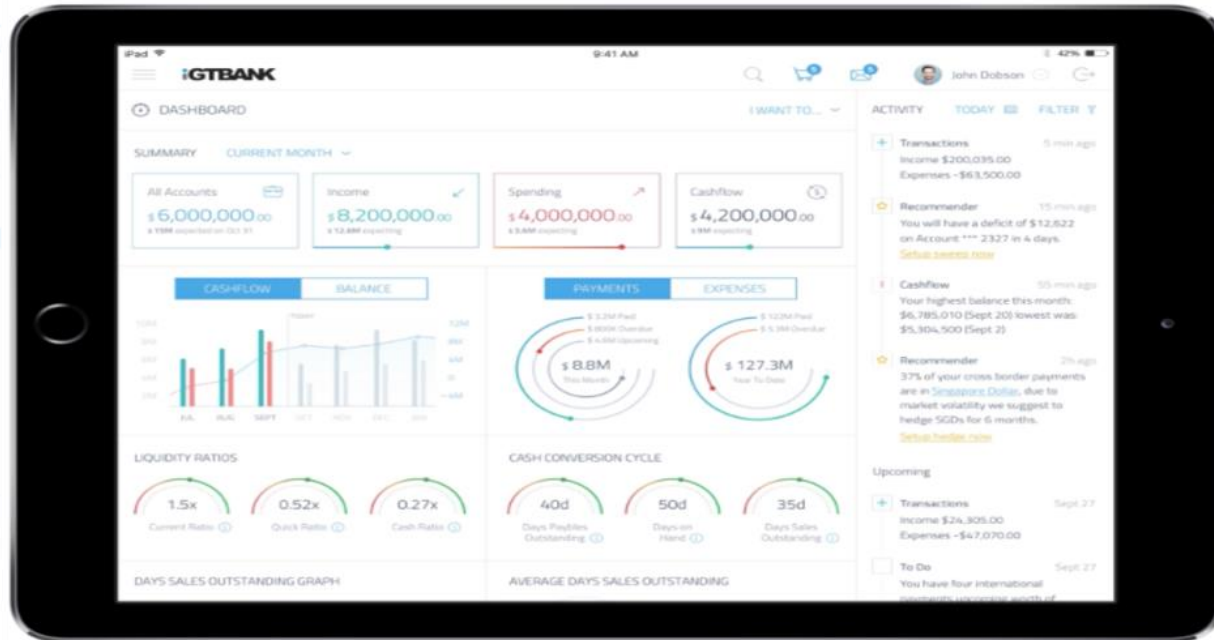
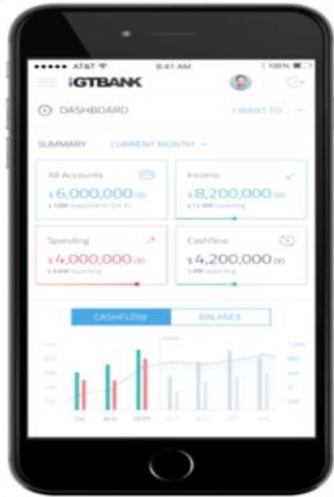
1. Consumerization of Commercial Banking
2. iGTB Cash Cloud Platform
3. Three distinct Composable Market Offerings
4. Hyperscaling the Business Model

# Consumerization of Commercial Banking

Desktop, Tablet, Responsive- and Native Mobile optimized

Deploy Anywhere: Cloud Native & On Premise

Contextual and Predictive through machine learning



API first and Micro Services based

Pluggable and Extensible Architecture

World class UX and Componentized UI for high Self Service adoption.

Powered by



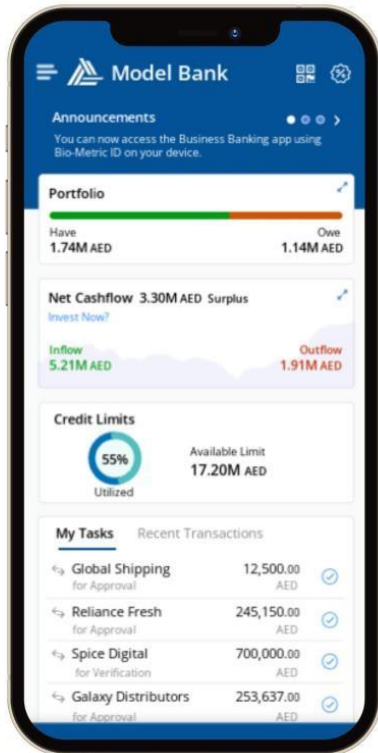
Composable User Experience

Real time Contextuality (AI/ML)

Self service enablement

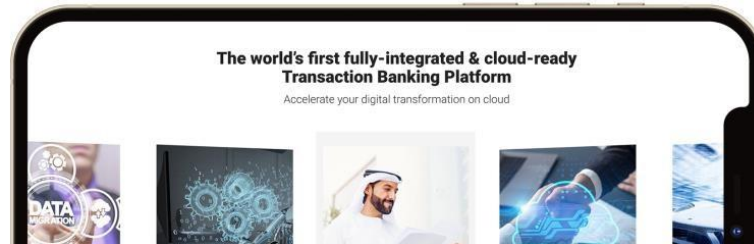
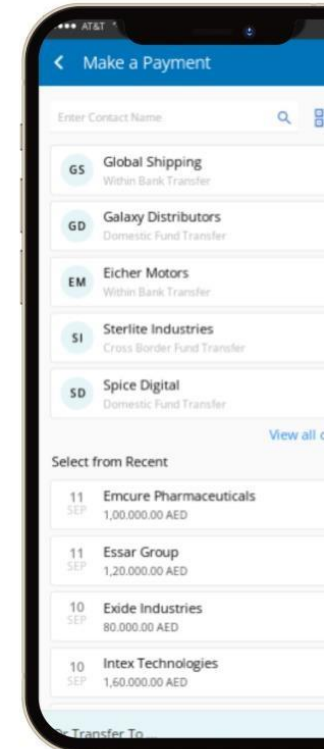
Branding and product packaging

“On Tap” Functionality extensions on a SaaS Cloud



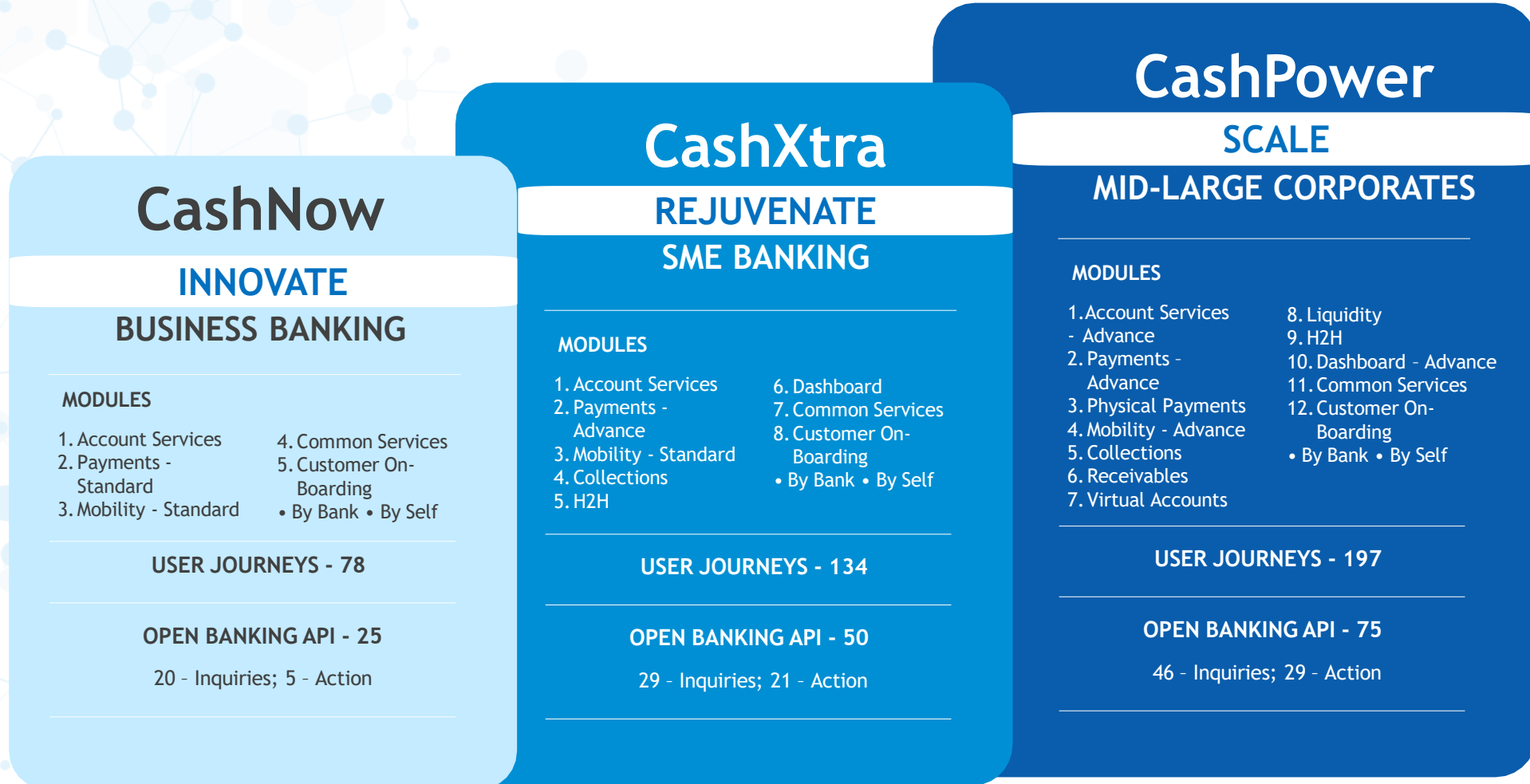
New eXperiences. True creativity.

## iGTB Cloud CashPower '22



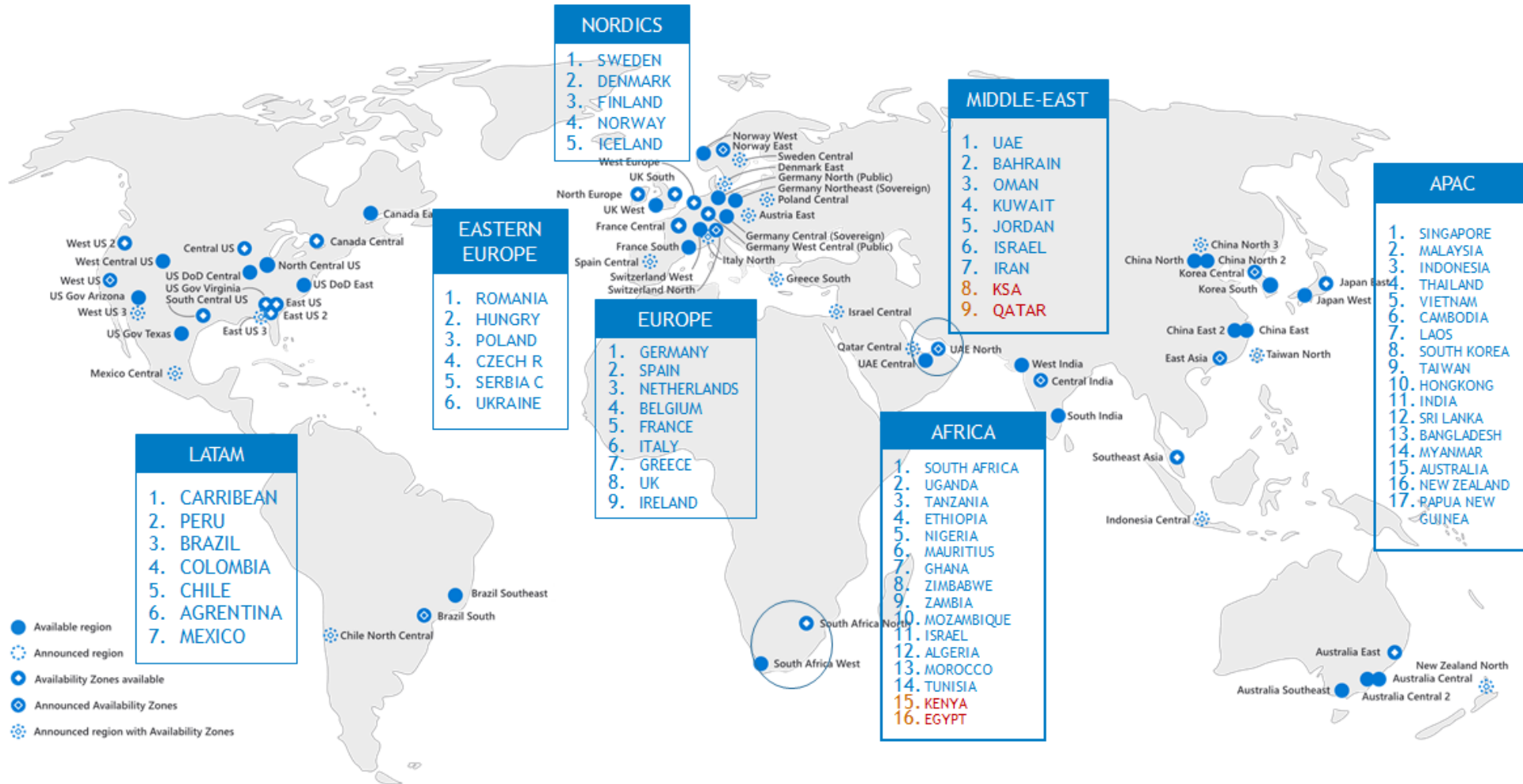
# iGTB Cash Cloud on SaaS

## 3 distinct Composable Market Offerings



# Hyperscaling the Business Model

## 1,000 banks in 70 countries



*In Partnership with Microsoft*



D

## 7 reasons why we WIN

1. Recognized Leadership Position in the Market
2. Customers as Promoters - High NPS
3. Market Ready Cloud Technology
4. Open Banking APIs for Financial Ecosystem
5. Execution Track Record - Agility in Implementation
6. Commercial Proposition - PAYG with 40% lower TCO
7. Exclusive Transaction Banking focus & Fragmented Competition

# *Our Leadership Position In The Market*

**iGTB**<sup>®</sup> ranked # **1**

**Best Selling Wholesale Banking - Transaction  
Banking Solution in the world  
2 years in a row**



# Our Leadership Position is Endorsed by 12 Market Leading Analysts

**iGTB**<sup>®</sup>  
IS MARKET LEADER

**#1** TRANSACTION BANKING

*#1 Partner of Choice for Digital Transaction Banking Transformation Programs*

**iGTB** ranked **#1**

Best Selling Wholesale Banking – Transaction Banking Solution in the world



**STRONG PERFORMER**

The Forrester Wave™ 2020 : Digital Banking Engagement Platforms



IBS intelligence

**#1 FOR RETAIL BANKING**

**#1 FOR TRANSACTION BANKING**

IBS Annual Sales League Table 2020

**2 GLOBAL FINTECH INNOVATION AWARDS**

Most Innovative Digital banking platform at HLBB

Best payment system implementation at CIBC

**#1 IN GLOBAL PAYMENTS SYSTEMS**

**#3 IN GLOBAL DIGITAL BANKING & CHANNELS**

IBS Annual Sales League Table

**CELENT**

**MODEL BANK AWARD**

Emirates NBD wins for Transaction Banking Transformation

**PERSONA-BASED UI**

Top Trends in Corporate Banking 2019-2020

**#1 PACESETTER IN CUSTOMER ENGAGEMENT**

Cited for developing persona-based customer journeys

**ADVANCED A.I. MOUNTAINEER**

Only Product company with complete Corp Banking suite with integrated UX,UI

**2 XCELENT AWARDS**

Advanced Technology and Breadth of Functionality

**accenture**

**IGTB IS A NOTABLE EXAMPLE**  
Extensive use of micro services and cloud-native PaaS technologies



**LEADER IN TRADE FINANCE**

MarketScape report: Worldwide Trade Finance Systems 2020

**LEADER IN CORPORATE BANKING SOLUTION**

Worldwide End-to-End Corporate Banking Solution Providers 2019

**FINTECH 100: 3 REAL RESULTS AWARDS**

Future Ready Payments Implementation at CIBC

Digital Transformation Leader at IDFC  
Customer Experience at NBK



**GOLD CLASS AWARD**

Digital Transaction Banking

**Gartner**

**#1 FOR OPEN BANKING**  
Full Score on Interactive Open Banking Channel Capabilities



**CASH MANAGEMENT SURVEY 2020**

#1 Mashreq Bank

#5 Emirates NBD

**TRADE FINANCE SURVEY 2021 – 2019**

#4 Raiffeisen Bank International



**FINTECH POWER 50**

Transforming Financial Services



**LEADING GLOBAL VENDOR**

Online Banking Solutions Technology Analysis

**Aite**

**INNOVATION AWARD FOR CUSTOMER EXPERIENCE**

Abu Dhabi Islamic Bank

**TOP 5 TRADE & SUPPLY CHAIN VENDOR**

Aite Matrix: Trade Finance Software Report

**#1 FOR APIs**

Top Rating on all six measures: Development, Wholesale banking, Sandbox, Connectivity, Management and Analytics



**BEST PAYMENTS HUB**

Santander wins inaugural award

**INNOVATORS IN CASH MANAGEMENT**

FAB wins for the Global Cash Position Mobile App

**BEST INTEGRATED CORPORATE BANKING SITE**

Abu Dhabi Islamic Bank wins for ME

**BEST BANK FOR LIQUIDITY MANAGEMENT**

First Abu Dhabi Bank wins for ME

HSBC wins in Asia Pacific

**BEST BANK FOR CASH MANAGEMENT AWARD**

Abu Dhabi Islamic Bank wins for UAE

Abu Dhabi Commercial Bank wins for ME

Arab Bank wins for Jordan, Bahrain, Qatar and Lebanon

First Abu Dhabi Bank wins for UAE

HLBB wins for Malaysia

CIBC wins for North America and Canada

**2 PRODUCT INNOVATION AWARDS**

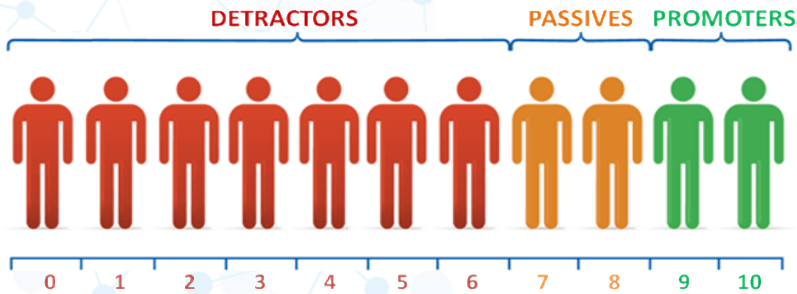
Ripple-backed Payments Solution

Corporate Banking on the Watch

# Our Customers are our Big Promoters

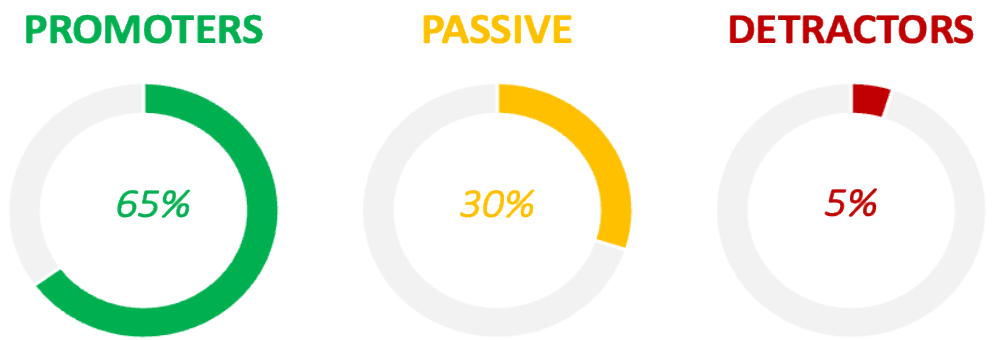
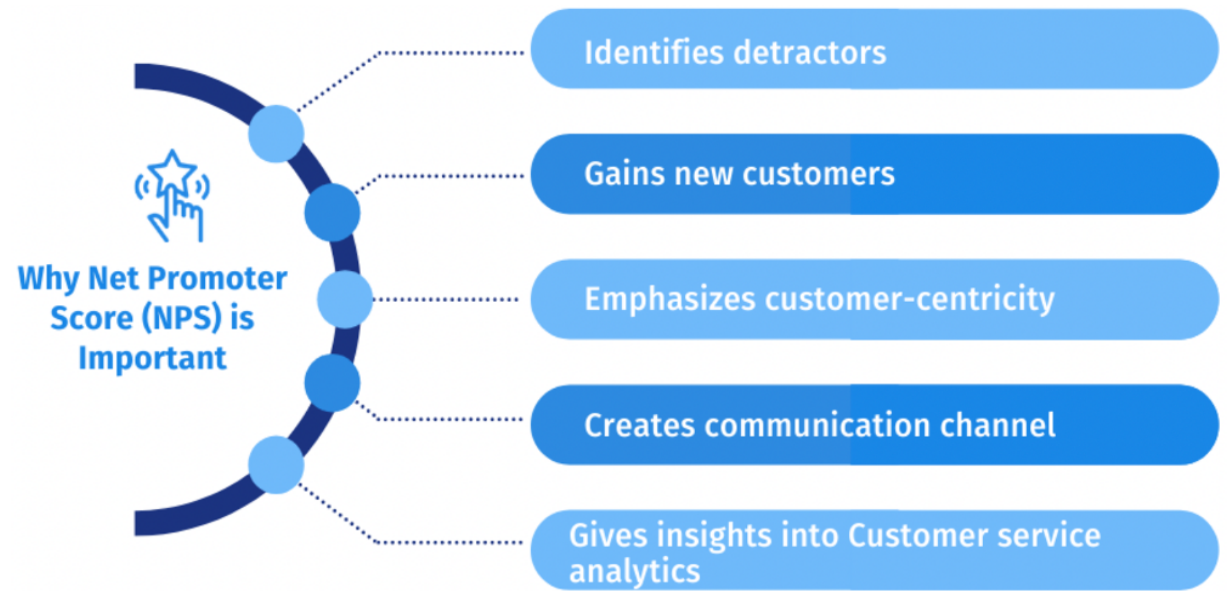
## 2020 NPS Score of 60

### Net Promoter Score



**NPS SCORE = 60**  
**Industry's best NPS score**

AVG INDUSTRY BENCHMARK FOR TECH COMPANIES\* - 43  
\* SOURCE - SURVEY MONKEY



# Our customers are being recognised as Technology Transformation Leaders



We looked worldwide, for platforms that could serve corporates. If those platforms that actually existed, that could accelerate our time to market, in terms of bringing in capabilities for self-servicing corporates.

With Intellect, we found that platform. It is actually is a very rich platform, functionally. More importantly, from the user interface and user experience, its a completely that supports end-to-end journeys, not just transaction banking, but beyond.

We have setup the largest private cloud in the Gulf, where we can spin cloud-native environments in seconds, not days or months.



**Miguel Rio Tinto,**  
Group Chief Information Officer,  
Emirates NBD Group



Emirates NBD bags Celent Model Bank Award for cash & digital transaction banking channel transformation powered by iGTB



Emirates NBD's digital transformation of transaction banking stands out for its comprehensive scope, design approach, modern tech architecture, and its swift implementation.



**Alenka Grealish,**  
Senior Analyst, Celent

# Market Ready Cloud Technology Contextual Banking Operating System (CBOS)



## Composable

Delivered with a thoughtful reference UX, and supporting a spectrum of UI models to meet the needs of businesses of all sizes and verticals

## Contextual

Delivering a more personal, value-added Contextual interactions with context, insights, recommendations & service amplifiers



## Connected

A connected & robust library of Experience APIs to cut across product silos and drive digital engagement



## Built for the cloud

Cloud native, using **CNCF** components. No Vendor lock in

## Hyperscale data engineering

Data-engineering that enables corporates to access ALL of their data regardless of the source without sacrificing control or security

## Made for the FinTech ecosystem

API first, pluggable architecture,  
**OPEN FINANCE READY**

*Digital Engagement Banking architecture inspired by Netflix*

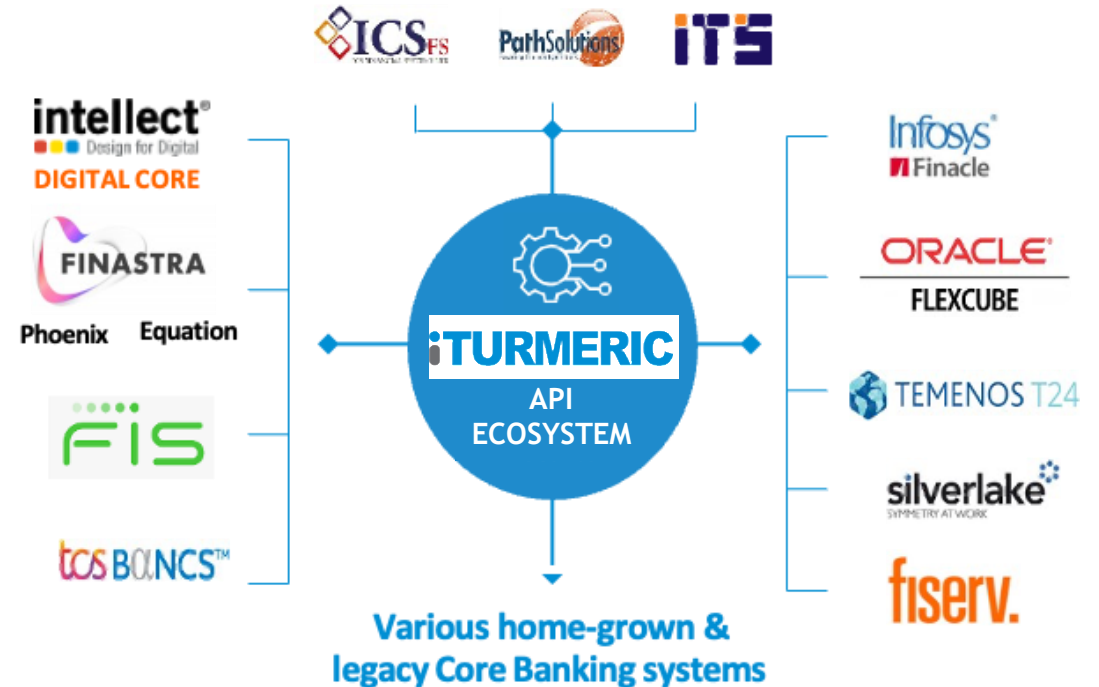
## 102 Open Banking Upstream APIs

| Module           | Action      | API # |
|------------------|-------------|-------|
| Account Services | Inquiry     | 22    |
| Account Services | Transaction | 1     |
| C&R              | Inquiry     | 5     |
| C&R              | Transaction | 26    |
| Payments         | Inquiry     | 26    |
| Payments         | Transaction | 5     |
| Trade            | Inquiry     | 10    |
| VAM              | Inquiry     | 7     |

## 286 Downstream Integration Cartridges

| Module                       | API # |
|------------------------------|-------|
| On-boarding, Masters, Others | 22    |
| Account Services             | 91    |
| Dashboard                    | 23    |
| C&R                          | 28    |
| Payments                     | 73    |
| Liquidity                    | 17    |
| Trade                        | 29    |
| VAM                          | 3     |

## 12 Leading Core Banking Systems Integrated



# Execution Track Record

## Agility - iZoom Implementation 3X faster



Be up & running with **Digital Transaction Banking on Cloud - via iZOOM**

iZOOM - derived & designed considering

Our strong implementation experience and resultant expertise from **57+** successful implementations of Digital Transaction Banking (DTB) suite across APAC, Europe, Middle East, & Africa.



### BUSINESS ACCELERATORS

- Market specific Product Awareness Session
- Product deployed in cloud with MData & PData
- Onboarding templates
- Regression test packs
- Interface configurations



### INTEGRATION ACCELERATORS

- Pre-Configured integration cartridges/adapters
- Proprietary Middleware Layer - Seamless ecosystem integration via configuration



### IP & TECHNOLOGY ACCELERATORS

- Test automation
- Automated deployment
- Migration scripts



**130+**

Reusable Interface Touch Points with Core Banking & other Solutions



**6K+**

TB Test Packs to kick start the Solution testing

# Indicates typical duration for “as-is implementation” of the base package for a bank. . Actual duration may vary basis choice of module/package.

“  
Using the right  
cloud solution  
matters



CashPower on Cloud

Reimagined. Redesigned.

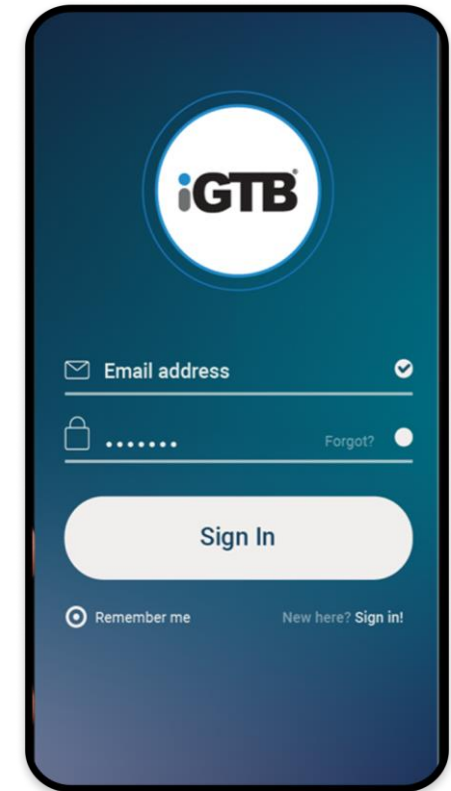
### PAY-AS-YOU-GROW

Simplified, flexible pay-as-you-grow pricing that allows banks to tailor their business models with corporates & SMEs

### UPTO 40% REDUCTION IN YOUR IT OPERATIONS COSTS

covering AMC, DR, support operations and data centre management costs. Fully managed end-to-end cloud services for Transaction Banking can de-risk your IT operations

now on [Microsoft Azure](#)



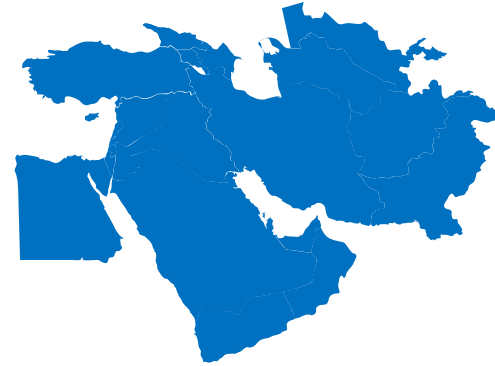
# Exclusive Transaction Banking focus & Fragmented Competition



AMERICAS



EUROPE



MIDDLE-EAST



ASIA





# Intellect Technology Day II

**Rajesh Saxena**  
Chief Executive Officer  
Global Consumer Banking

# Agenda

1

Size of the Market & Retail Banking Trends

2

Our Strategy for Growth (Recap)

3

iKredit 360 Platform

4

Why iKredit 360 Platform ?

5

Tentative iKredit 360 Platform  
Revenue Model

## Retail Banking



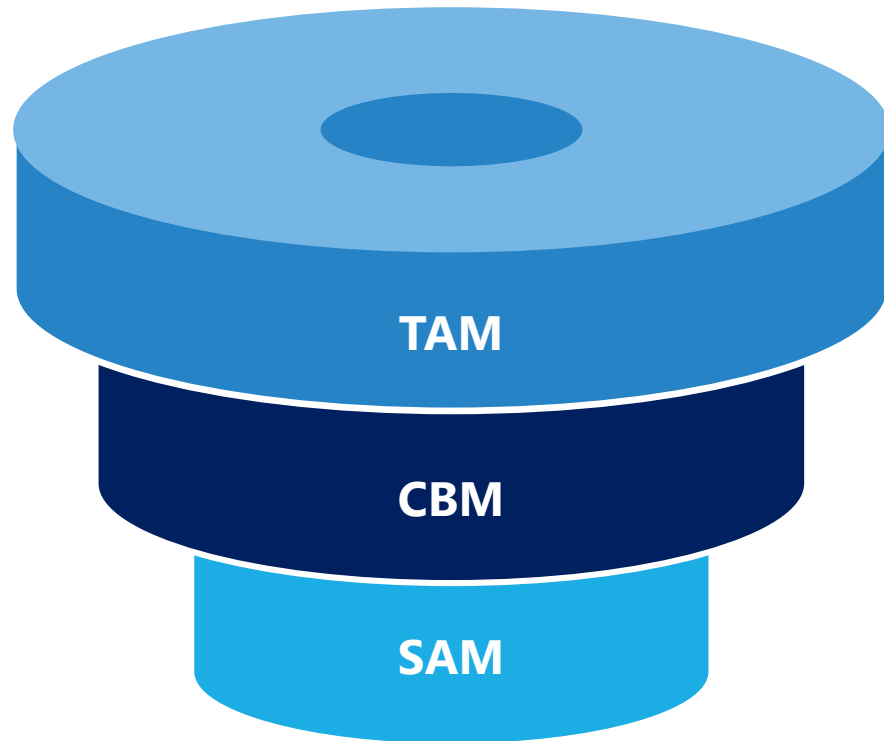
# Chapter 1 (Recap)

Size of the Market

Retail Banking  
Trends

**Intellect Addressable Market - \$ 10.8 Bn, growing at a CAGR of 10%**

# Huge Headroom for growth exists for Intellect Retail Banking



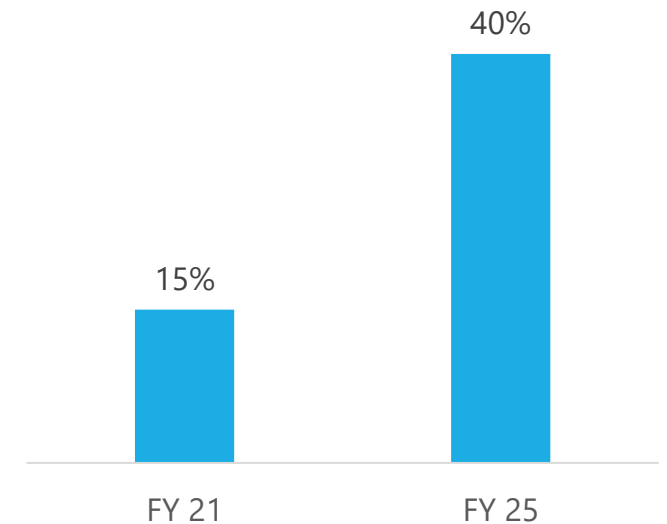
**\$60 Bn**  
TOTAL ADDRESSABLE MARKET

**\$18 Bn**  
CHANGE THE BANK MARKET

**\$10.8 Bn**  
INTELLECT SERVICE ADDRESSABLE MARKET

CAGR – 10 %  
FY 2025 - \$ 15.81 Bn

## SAAS Revenue



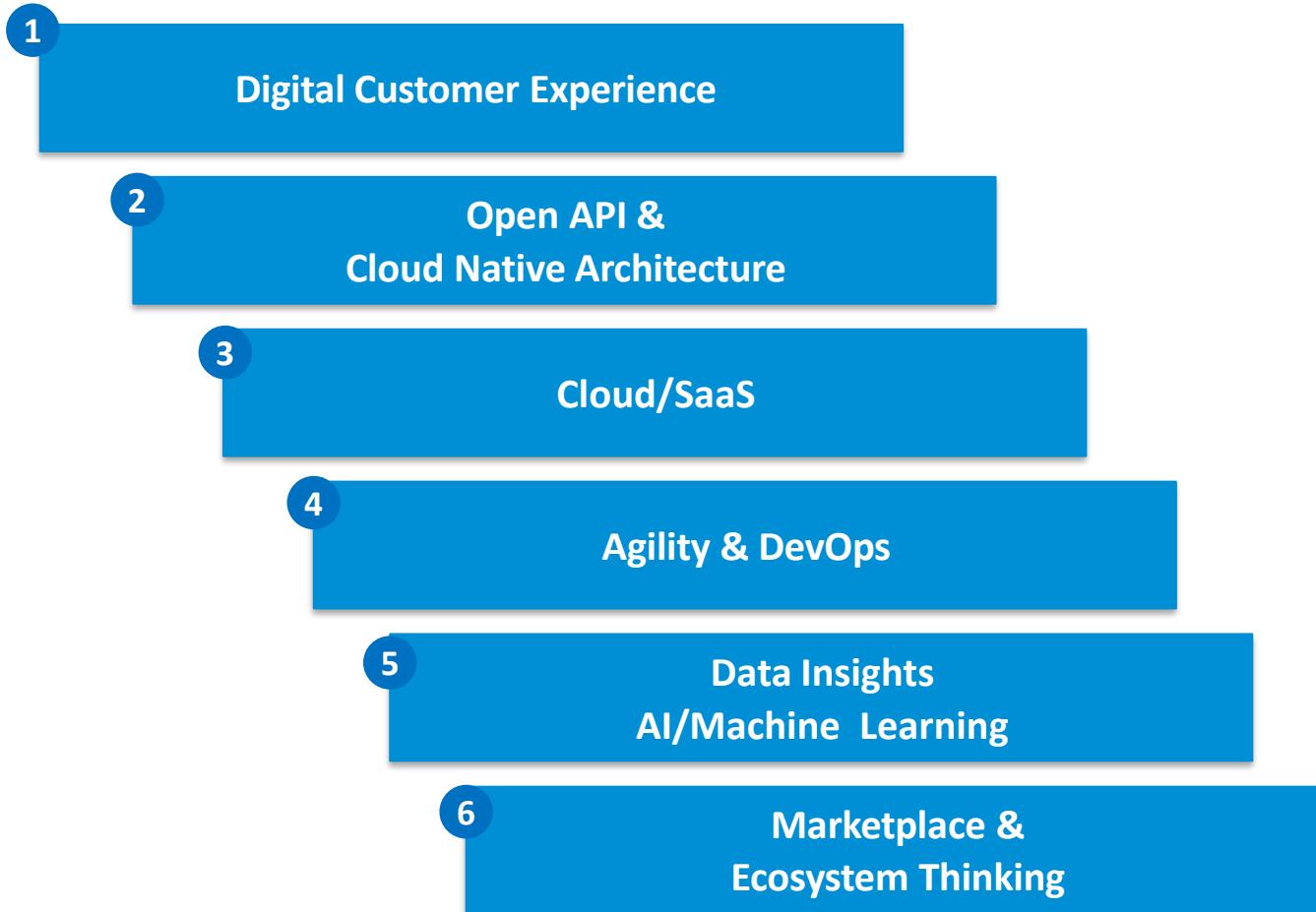
# Chapter 1 (Recap)

Size of the Market

Retail Banking  
Trends

**61% of bankers say a customer-centric business model is “very important”. Only 17% are “very prepared” for it**

# Key Patterns in Retail Banking Technology



## Top Trends – Retail Banking Industry

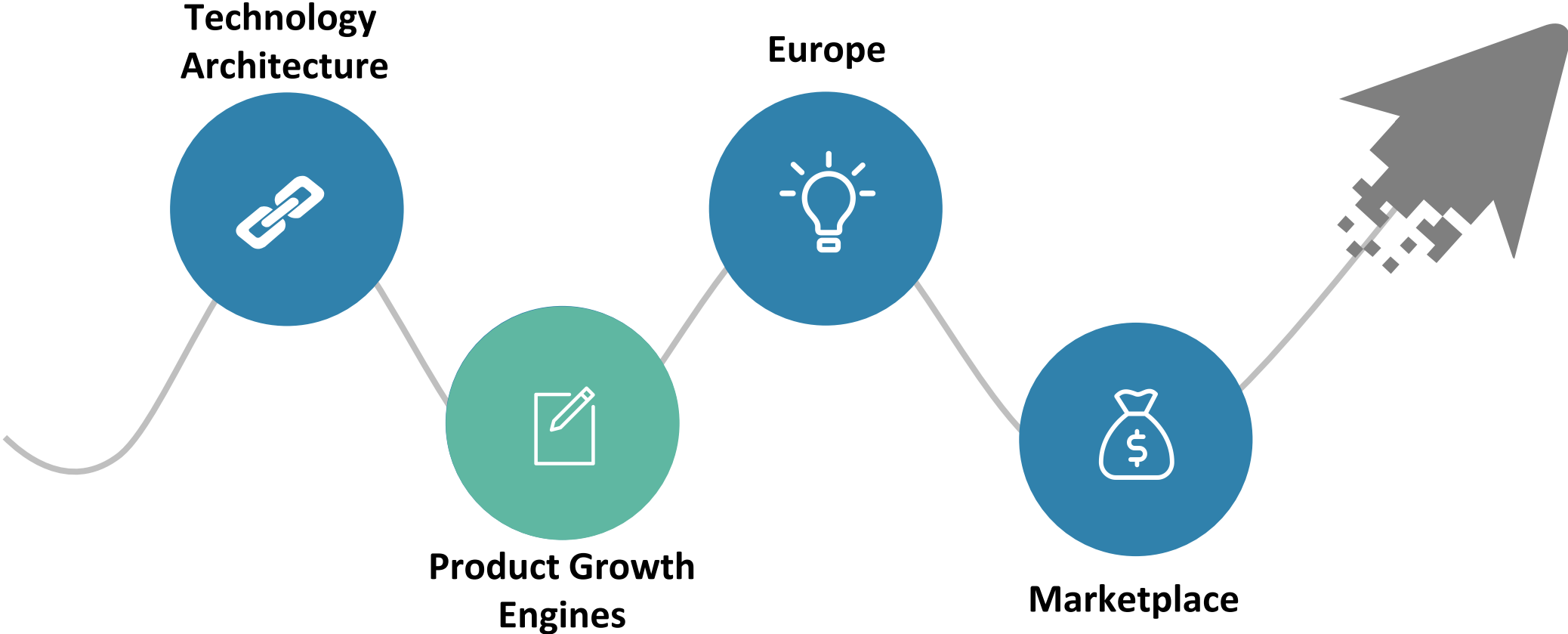
**58%** Removing friction from the Customer Journey

**43%** Use of Big data, AI, AA and cognitive computing

**33%** Use of APIs and Open Banking

Source: Digital Banking Report Research - **The Financial Brand**

# Chapter 2 - Our Strategy for Growth (Recap)



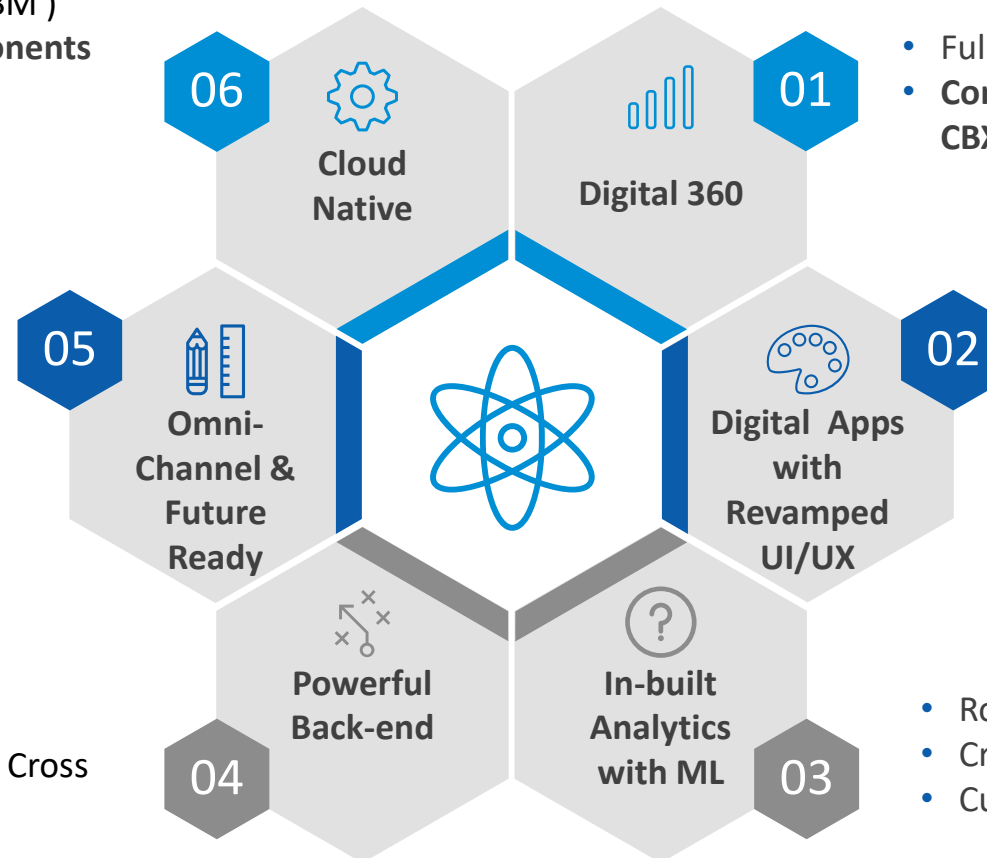
**Calibrated, Consistent and Profitable BAU Growth trajectory with exponential opportunity to grow revenue in Advanced Markets (Europe)**

# Product Growth Engine 1 : IDC 21

- **CSP Agnostic** ( AWS, Azure, IBM )
- **Composable Business components**
- **BIAN Compliant APIs**

- **Scalable Architecture- Capacity on Demand**
- **Enhanced BPM**

- **Enterprise wide Pricing Engine**
- **Product Bundling**
- **Payment Hub for P2P, Domestic & Cross border with Europe readiness.**
- **Multi Lingual Statements**

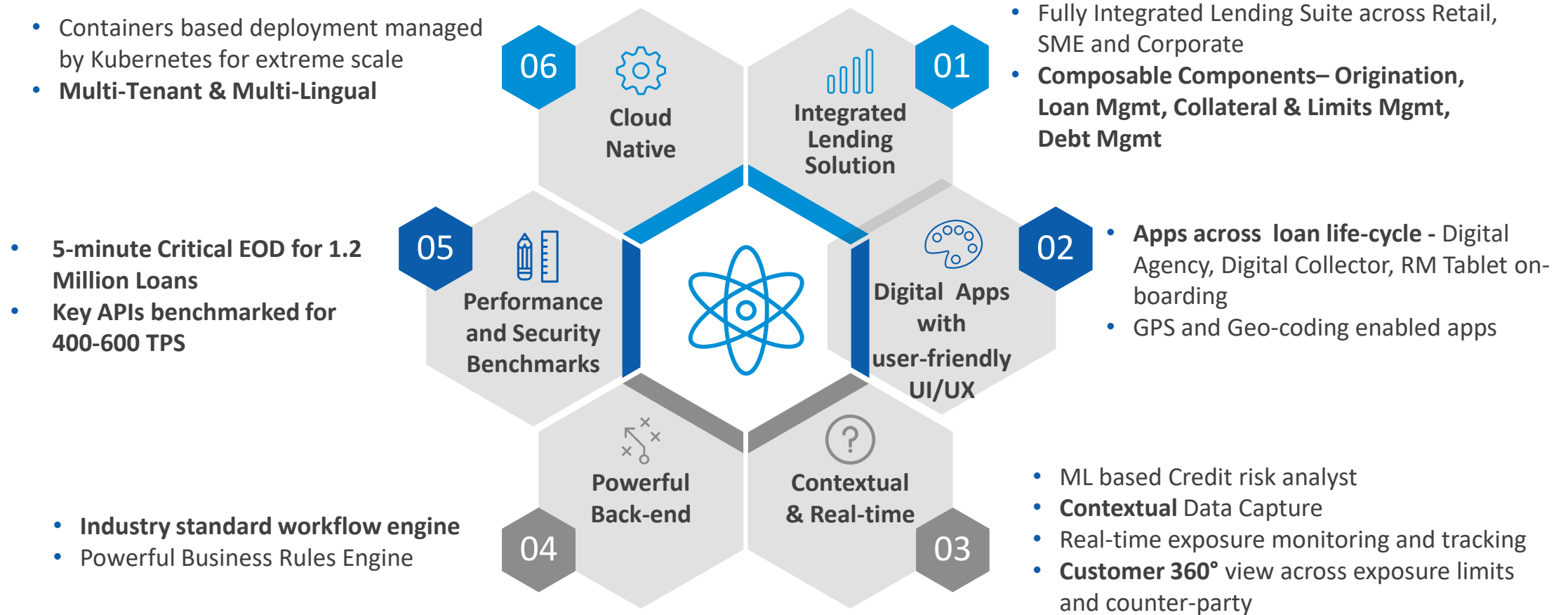


- Fully integrated product suite
- **Composable Services - Deposits, Teller, GL, CASA, CBX-C, CBX-R, IDL, Trade Finance, AML & Treasury**

- **Apps for retail & corporate banking**
- **Completely Decoupled & Refreshing UI**
- **Less clicks - Revamped UX**

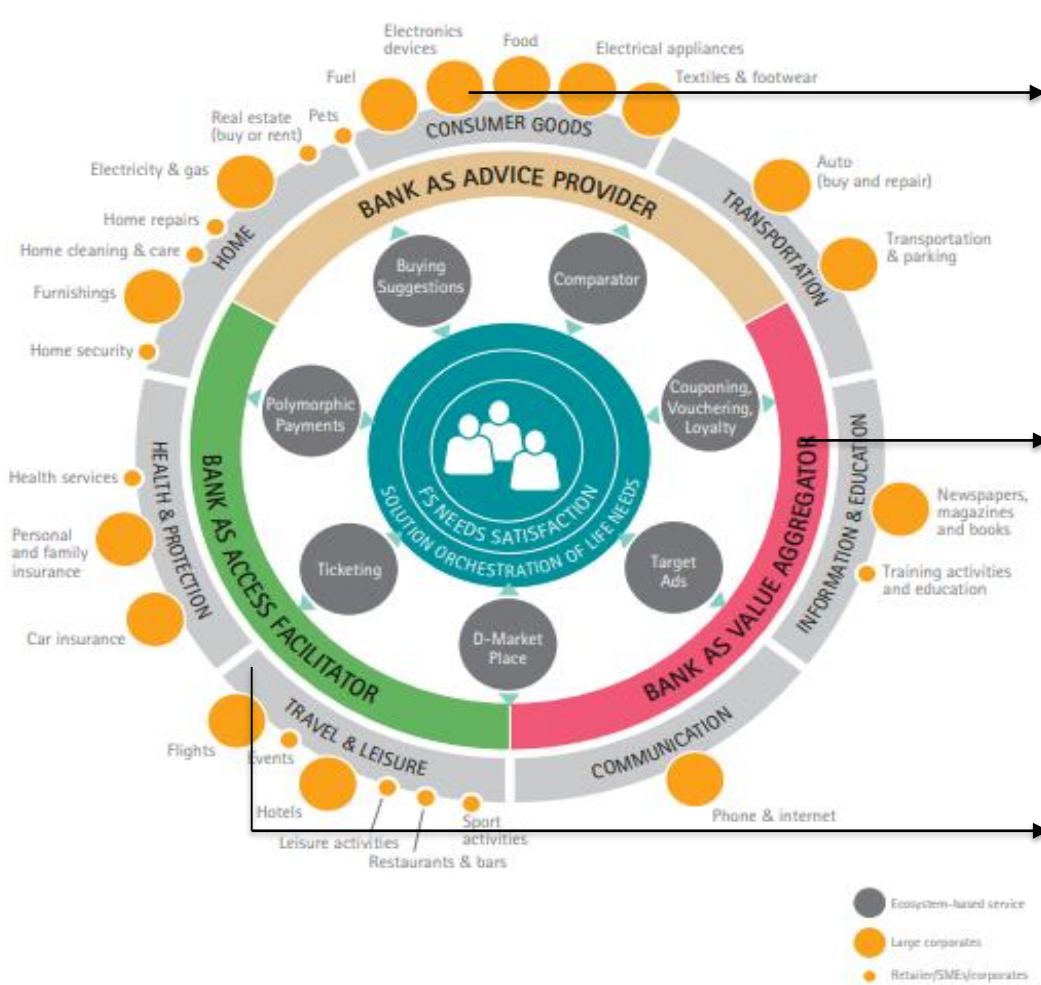
- Role based **Contextual Dashboards**
- Cross sell/upsell using **Predictive Analytics**
- Customer 360° view

# Product Growth Engine 2 : IDL 21



IDL 21 - Composable. Contextual. Open API. Cloud Native

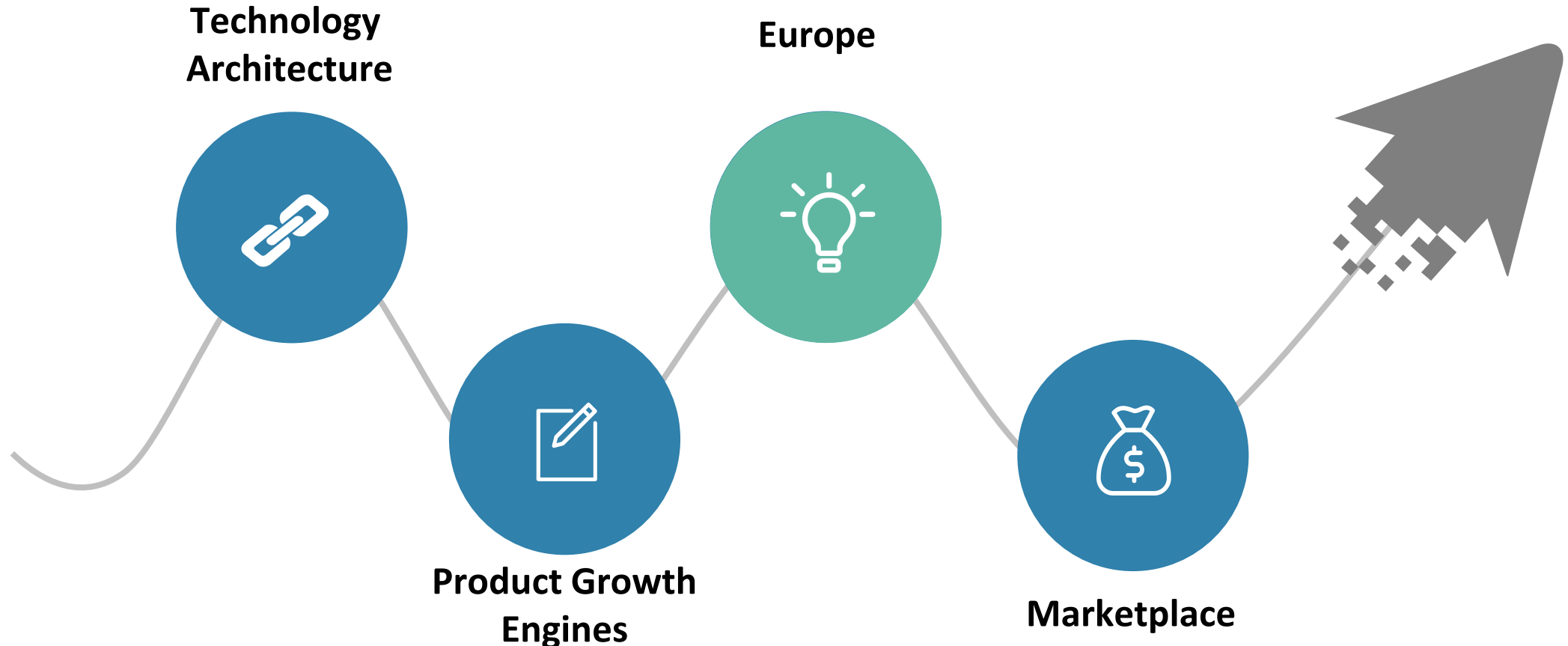
# Product Growth Engine 3 : Digital Bank



Source: Accenture, The Everyday Bank



# Our Strategy for Growth (Recap)



**Calibrated, Consistent and Profitable BAU Growth trajectory with exponential opportunity to grow revenue in Advanced Markets (Europe)**

# Europe Strategy

1

Building Solution, Delivery and hosting capabilities in Germany and UK

2

Build Referenceable clients in UK, Nordics & Germany

3

Fully Hosted IDC Solution in AWS Germany and UK. Azure, Google Cloud Ready

4

Whitespace in Credit. Launch of iKredit 360 Platform in July 2021



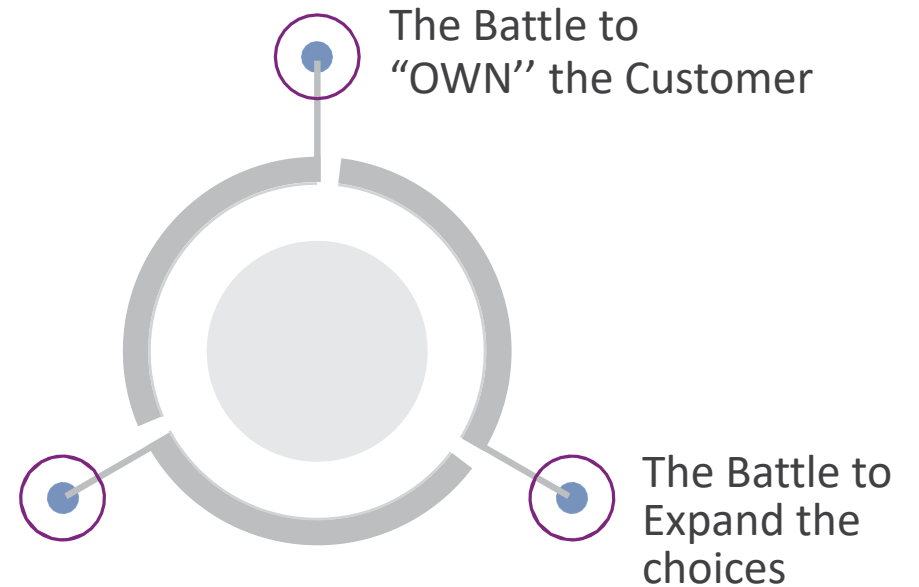
# **iKREDIT 360 PLATFORM**

**Expanding our Addressable market by launching iKredit 360 platform**

# The World of Credit is changing rapidly

- Product thinking to Ecosystem thinking
- Transactions to Experience
- Parallel tracks to interconnected tracks
- Mass lending to My Lending
- TAT – from Days to minutes

The Battle to replicate the FAANG experience!

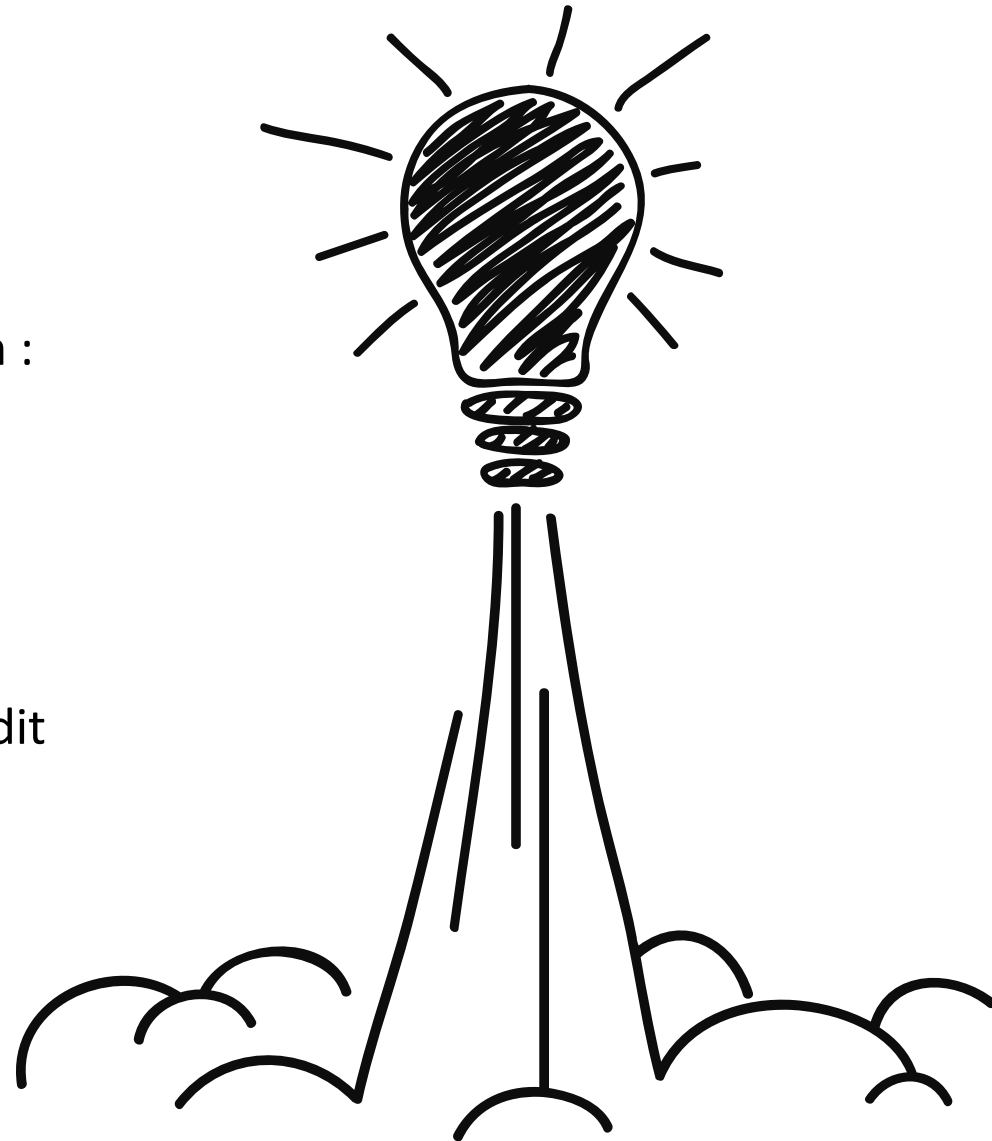


# Launching iKredit 360 Platform

Welcome to the world of Open Finance Platform :  
**iKREDIT360**

**Composable**, Credit360 & Cloud Technologies

Allows financial instructions to compose any credit  
experience for your customers



<https://vimeo.com/556481876>

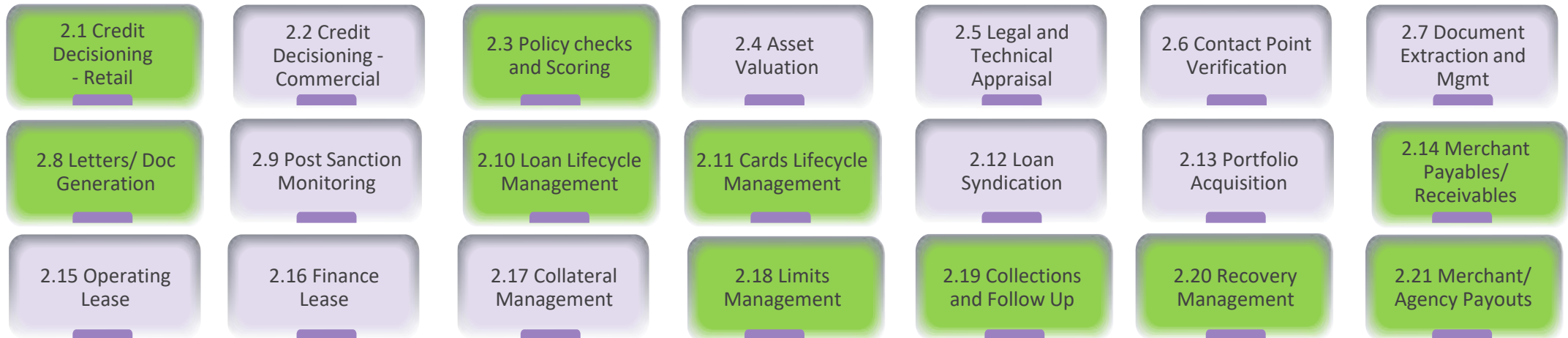
# SCENARIO 1

## >>> POINT OF SALE FINANCING

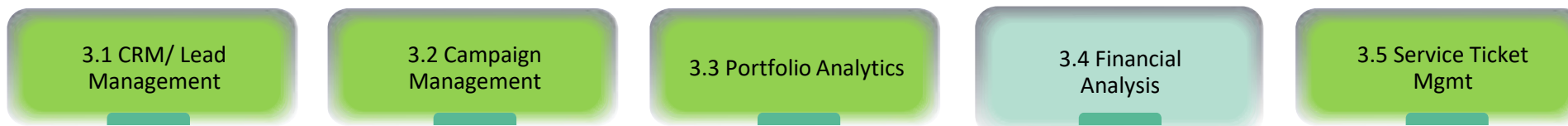
### 1. Apps/ Channel UI



### 2. Back Office Functions



### 3. Partner Fulfilled



### 4. Common Capabilities



# SCENARIO 2

## >>> SME LENDING

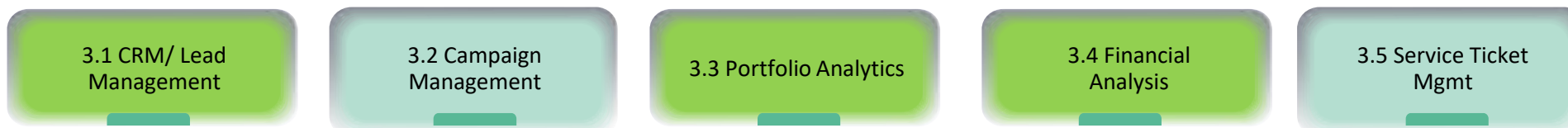
### 1. Apps/ Channel UI



### 2. Back Office Functions



### 3. Partner Fulfilled



### 4. Common Capabilities



# SCENARIO 3

## >>> INVENTORY FINANCE

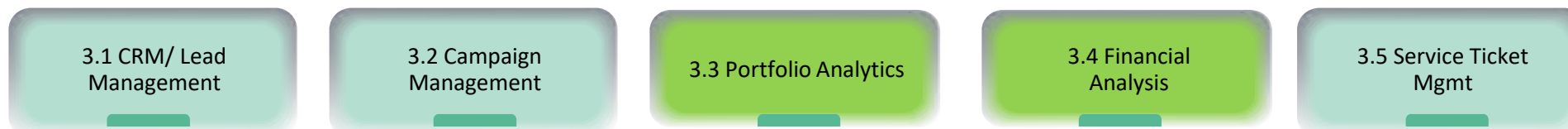
### 1. Apps/ Channel UI



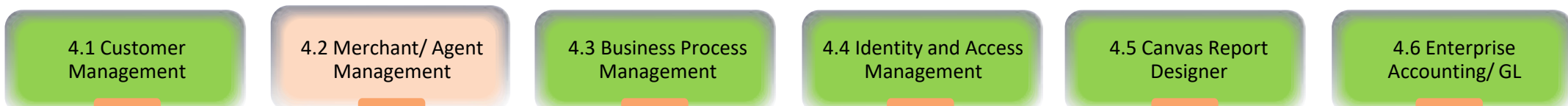
### 2. Back Office Functions



### 3. Partner Fulfilled



### 4. Common Capabilities



## Chapter 4

**Why  
iKredit 360  
Platform ?**



iKredit360 empowers financial institutions to expand and extend their credit experiences to become the primary engagement point for their customers

# 6 Reasons for iKredit 360 Platform to win ?



Custom built for Europe.  
Current focus - Nordics &  
Germany with  
Referencable clients



Open API and Cloud Native  
Architecture facilitates quick  
Customer on boarding



Ready platform with  
regulatory and local  
interfaces



Built for Scale



Competitors carry legacy  
platforms with time to  
market issue



PAAS & Price disruption will  
help in scaling up quickly



IDC  
Composability

*Choose based on need:*

Pre-stitched for  
Standard user journeys

Compose to  
Curate new business possibilities



Bringing it all together.  
In myriad ways.



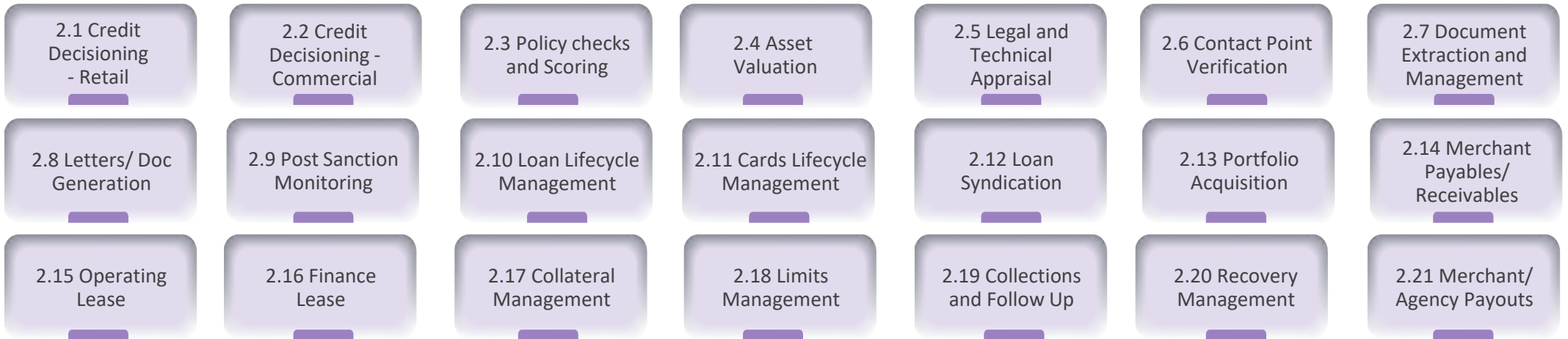
# iKredit360 - PBC LANDSCAPE



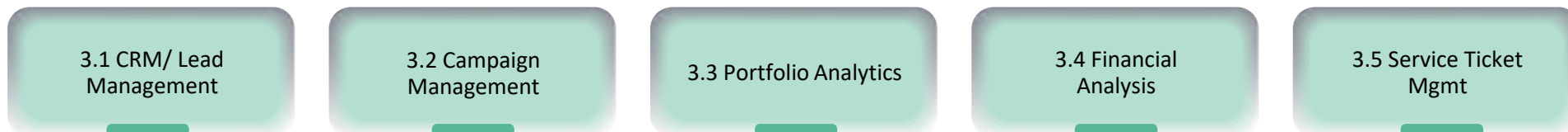
## 1. Apps/ Channel UI



## 2. Back Office Functions



## 3. Partner Fulfilled



## 4. Common Capabilities



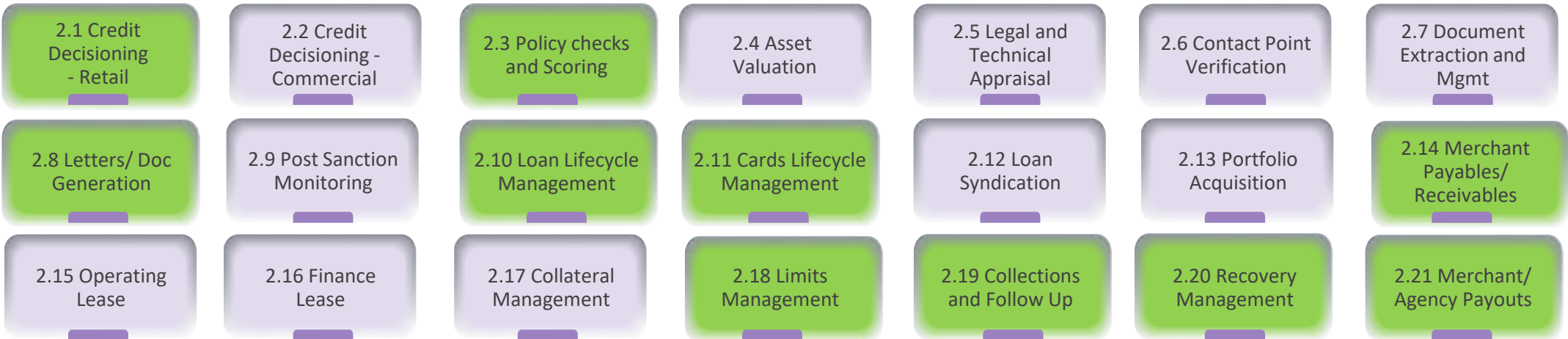
# iKredit360 – Curated for Partner Settlement



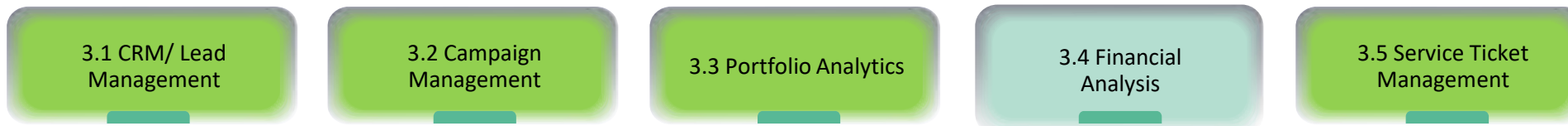
## 1. Apps/ Channel UI



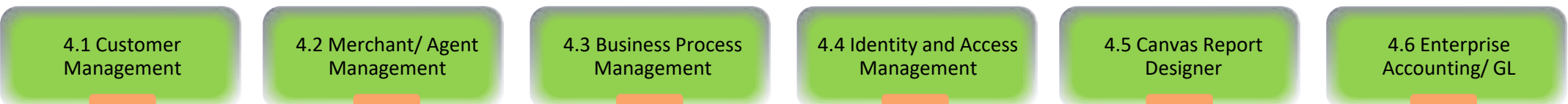
## 2. Back Office Functions



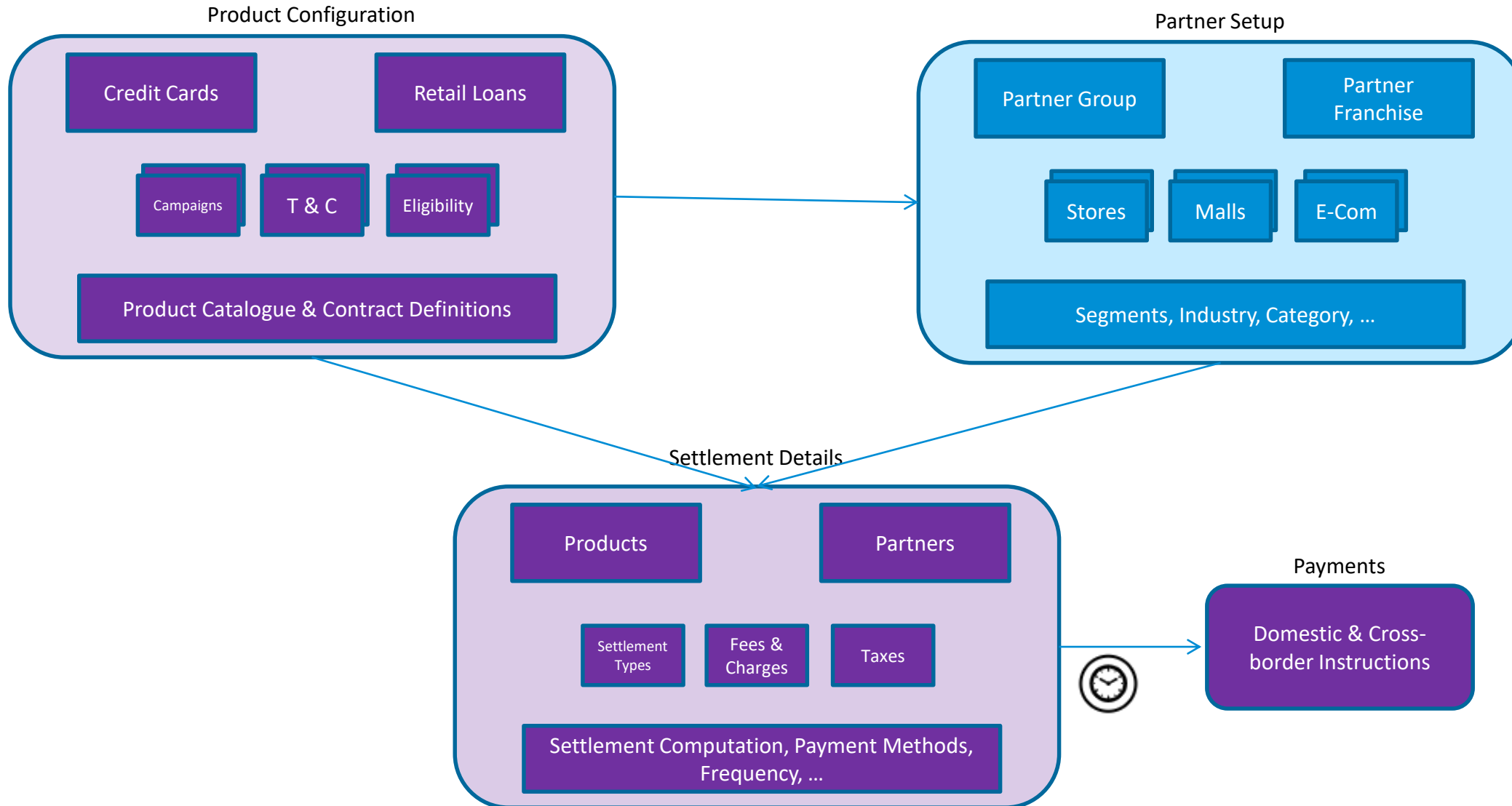
## 3. Partner Fulfilled



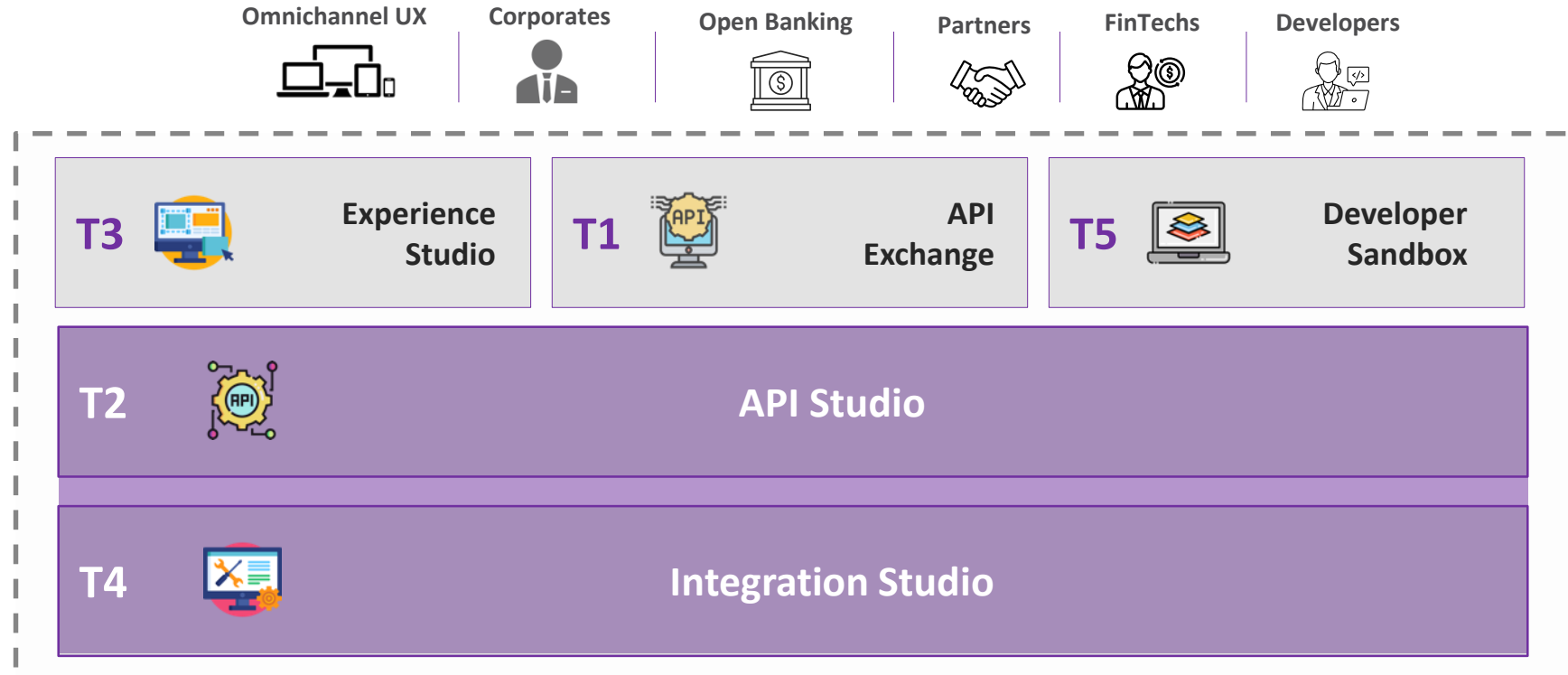
## 4. Common Capabilities



# iKredit360 – Partner Settlement – L1 view



# iKredit360 – Composability Enabled Through iTurmeric



|   |             |                |                 |                  |          |                                   |     |
|---|-------------|----------------|-----------------|------------------|----------|-----------------------------------|-----|
| <b>iKredit360 PBCs</b><br><small>Powered By IDC</small> | Origination | Limits         | Loan Management | Cards Management | Payments | <b>Bank's Back Office Systems</b> | CRM |
|   | CIF         | Fees & Charges | CASA            | Partner Setup    | GL       |                                   | AML |

# iKredit360 Composability – Enablers for Art of Possible - Summary



**Composable**

Over 100 PBCs supported by  
Intellect Digital Core

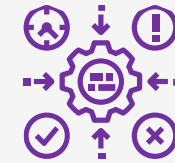
Best in class Features  
Ready to go



**Cloud Native**

MACH Ready Architecture

Future Ready  
Open Architecture



**Contextual**

Open APIs & Business Events for bi-  
directional data flow

Real-time  
Data-driven Experience

# Intellect Technology Day II

Intellect SEEC  
Banesh Prabhu, CEO



# Intellect SEEC Management Team



**Banesh Prabhu**  
Chief Executive Officer,  
Intellect SEEC



**James McKenney**  
Chief Strategy Officer &  
Products Business Head



**Laila Beane**  
Chief Customer Officer  
Head of Consulting



**Sandeep Tandon**  
Chief Technology Officer-  
Americas



**Hari Menon**  
Senior Vice President &  
Client Partner



**Deepak Dastrala**  
Chief Technology Officer-  
India



**Hitesh Arora**  
EVP & Business Head



**Sriram Narasimhan**  
Head of Global Talent  
Management & Operations

## Discussion Path

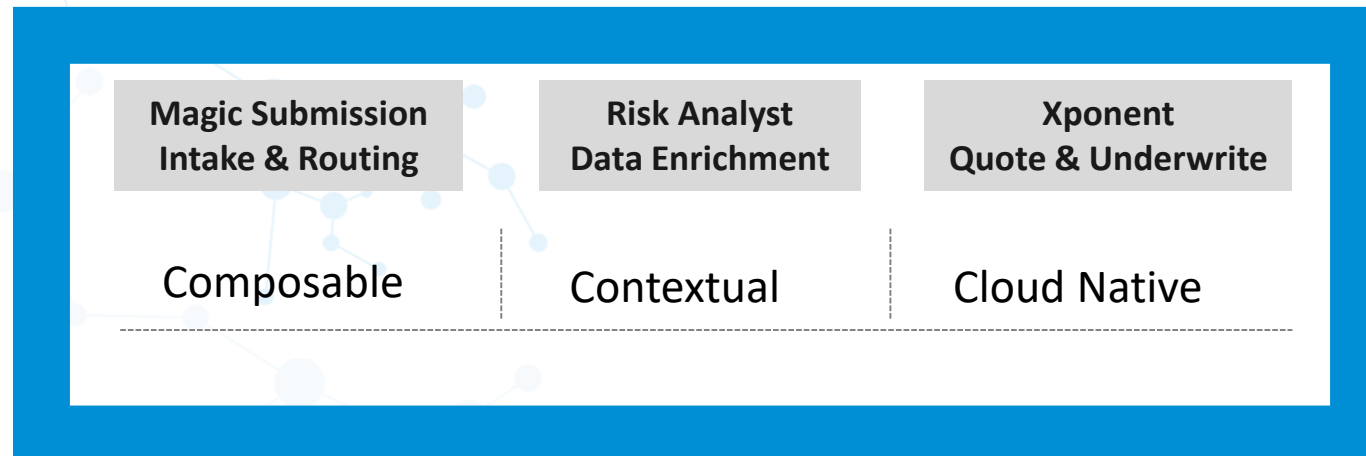
- Our Value Prop
- Underwriting Complexity & Business Transformation Opportunity
- Intelligent Platform Capabilities
- US Commercial Insurance Opportunity
- Potential to Scale our Platform as a Service (PaaS)

# A Commercial Lines Modernization Partner

## Our Value Prop

We partner with Commercial lines insurance carriers to modernize legacy platforms to enable profitable growth by bringing a broad set of solutions via our Platform as a Service supported by industry leading insurance subject matter experts.

## Solutions provided as part of our Platform as a Service



# Our Solutions Enable Carriers' Profitable Growth

## Industry Legacy Challenges

### Submission Intake



Intake teams take **between 24 hrs** to manually process data from broker submission documents

### Submission Triage



All submissions hit underwriter desk **without matching risk appetite**

### Data Sophistication



**Limited data to make decisions and less than 2%** submission data is validated

### Underwriting Efficiency



**40% to 70%** of Underwriter's time is spent on curating and cleansing data

### Missed Opportunity



**40% to 45%** of submissions are not quoted due to operational inefficiencies and incorrect/missing data

## Intellect PaaS

Intake triage **cost reduced by 70%** and **speed to process improved by 87%**

Ability to **quick decline and focused underwriter productivity**

Submission data quality **improved by 27%** and **the significantly more data to make decisions**

Underwriter **time to decision reduced by 60%** and **underwriting quality improved by 50%**

Identified new business prospects as **'high interest'** to focus sales efforts

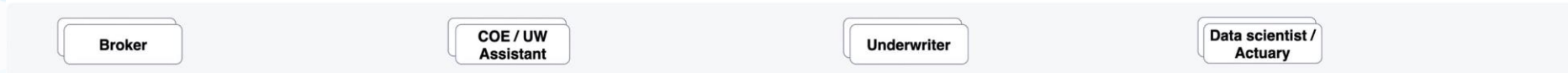
Helping Carriers to drive **Efficiency** while reinvesting in **Sophistication** to enable them to out select their competitors

# Composable & Contextual Underwriting Platform



Technology Day II  
December 07, 2021

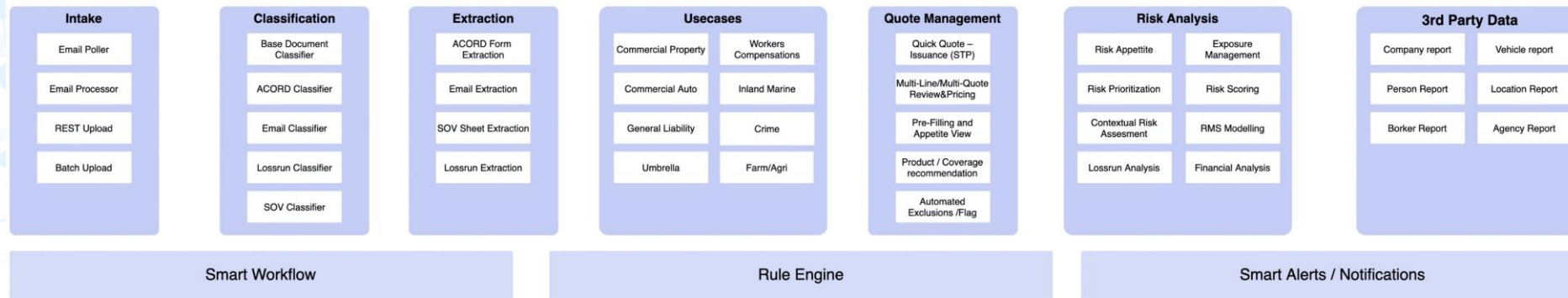
## Personas



## Apps



## Business Services



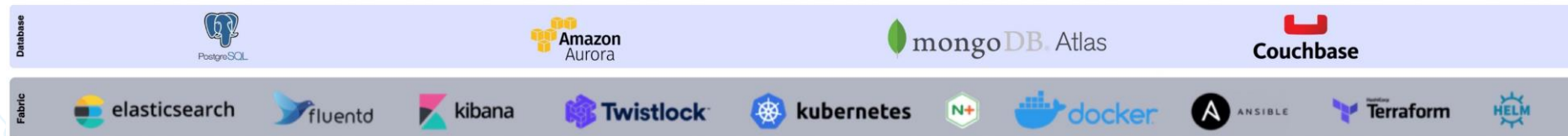
## AI / ML Services



## Data Management Services

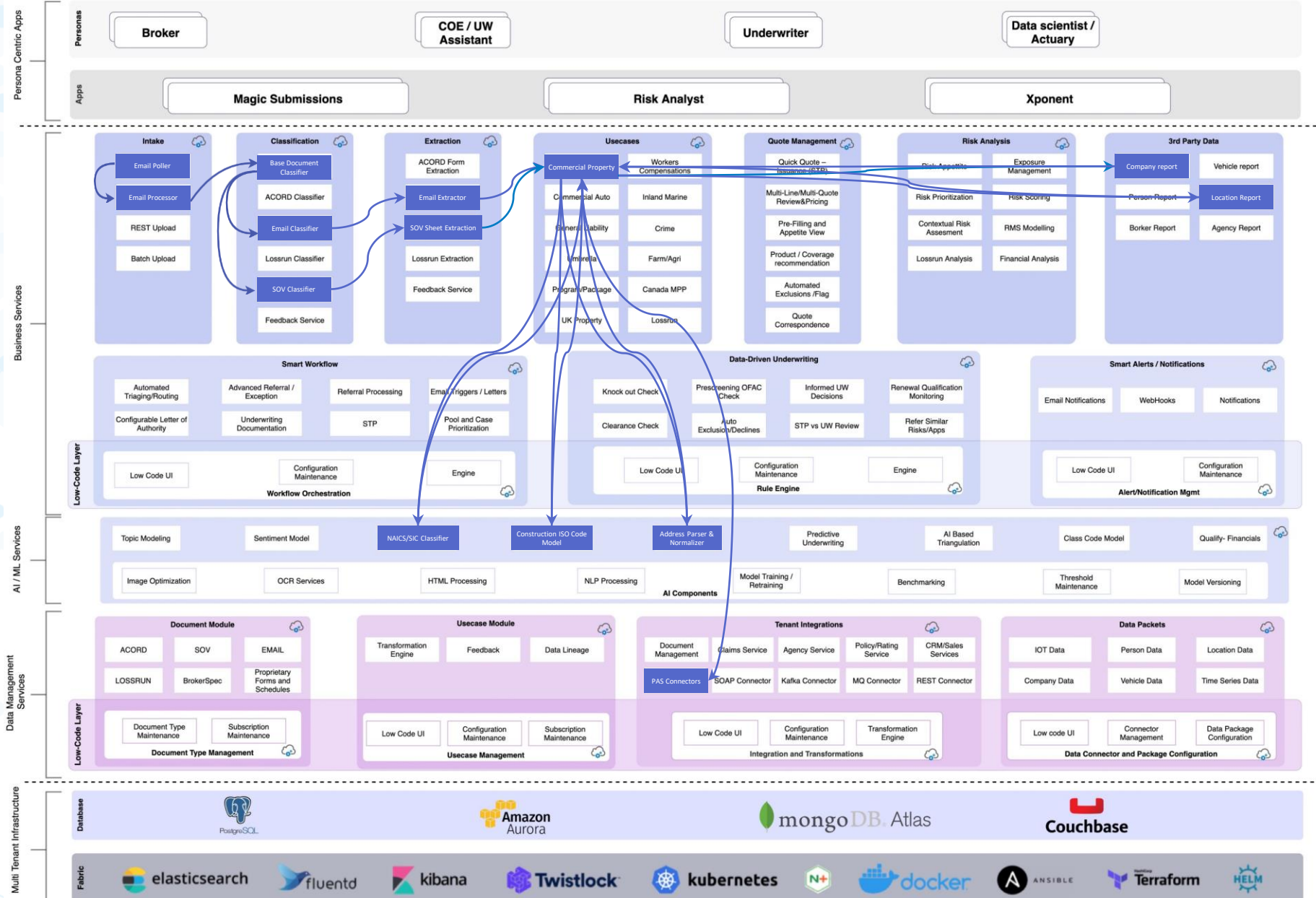


## Multi Tenant Infrastructure



# Composing a User Journey on Underwriting Platform

SOV Processing User Journey



# North American market is a meaningful opportunity

There is a material opportunity with nearly all carriers needing modernization in some form

*The global commercial insurance market was valued at \$692 billion in 2020, and is projected to reach \$1.61 trillion by 2030, growing at a CAGR of 9.7% from 2021 to 2030.*

Total **US Commercial Lines** written premium in 2020 is **\$315B**, with the **top 200 carriers** making up 95% of the market

**Most carriers have needs in the following areas in terms of underwriting modernization**



**1. Increase Automation**

**2. Add Alternative Data sources**

**3. Increase use of Artificial Intelligence**

**4. Platform as a Service (PaaS)**

Source: The Deloitte Center for Financial Services Global Outlook Survey 2020. **Deloitte Insights | [deloitte.com/insights](https://deloitte.com/insights)**

**“Together, these foundational elements will likely form the building blocks of any underwriting modernization program,”** Deloitte Insights

# We have a solid foundation to **grow** from

We are actively engaged with 9 carriers with SaaS relationships, including one of the top 3, and have a strong pipeline to move forward.

## Our SaaS Customers



GWP \$17B



GWP \$580M



GWP \$840M



GWP \$1B



GWP \$11B



GWP \$222M



GWP \$3B



GWP \$230M



GWP \$2B

## Profile of our target conversions over next quarter

### Prospect 1

Top 5 carrier  
GWP \$10B+  
Magic Submission

### Prospect 2

Top 30 carrier  
GWP \$1.3B+  
Xponent

### Prospect 3

Top 50 carrier  
GWP \$1B+  
Xponent

# Our solutions are broader than our competition

We are well positioned in comparison to competitors with the broadest solution offering in the industry

| NOVARICA |            |                      |                      |                   |
|----------|------------|----------------------|----------------------|-------------------|
|          | GENERALIST | INSURANCE BROAD USE  | CLAIMS/ UNDERWRITING | ADV. UNDERWRITING |
| BROAD    | <br><br>   |                      |                      |                   |
| FOCUSED  |            | <br><br><br><br><br> | <br><br>             | <br><br>          |

### Magic Submission Intake & Routing

intellect SEEC

Groundspeed  
Claim Insight

CHISEL AI

convr

### Risk Analyst Data Enrichment

intellect SEEC

Groundspeed  
Claim Insight

PLANCK

{CARPE DATA

### Xponent Quote & Underwrite

intellect SEEC

GUIDEWIRE

Duck Creek Technologies

MAJESCO

# Awards and Accolades

Our brand is well positioned, and we are ready to grow



**Silicon Review: Intellect SEEC named  
5 Best Insurtech Companies to watch in 2021**

## CELENT

Intellect Design featured amongst leading RPA players in Celent's report "What vendors see for the Future of Robotic Process Automation in Insurance"



**Intellect SEEC has been ranked #1 in insurtech** by IBS Intelligence in the IBS Annual Sales League Table 2021



**intellect**<sup>®</sup>  
Design for Digital

**Technology  
Day II**  
December 07, 2021